AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

DECEMBER 15, 1941



Acer Saccharum

Plan Defense Garden Program
Landscape Planning and Planting
Experiences with New Plants in 1941
Minnesota Association Convention

F. R. KILNER, Editor

Editorial

MERRY CHRISTMAS!

As the year draws toward a close, nurserymen generally look back over it as the best in the past decade. Most of us have ceased to look farther back than that period for comparison, because customers, economic conditions and legislation have changed the full business picture. The necessary adjustments to the new situation have been made by most nurserymen, and they are making progress on the new basis and planning for more.

Weather conditions this year have favored some sections and handicapped others, but that factor is

always present.

More of a handicap has been the labor situation, with good men being drawn to the defense industries, but more efficient methods and the ability to get higher prices from the public have been alleviations in that regard.

Above all is the feeling of freedom in still being able to transact business with an increasing list of customers, despite the handicaps and irritations of the day. Production is not restricted by law, as in some warring countries, nor are sales affected by customers who have left their homes for service possibly not to return.

Since nurserymen are still so able to go about their business, this magazine likewise has been able to make progress, in contrast to horticultural periodicals abroad, whose paper supply has been restricted, whose subscription list and advertising pages have shrunken and some of whose premises have been bombed.

In this fortunate situation, to the increased circle of friends whose courtesies and help have done much toward the progress of the magazine in the past year, we can express to all our readers the heartfelt wish of a very Merry Christmas!

COUNT THE COSTS.

When expenses are rising, it becomes a necessity to overhaul selling prices. In doing so, count your costs. It is not enough to figure that income will be so much and outgo will be so much, leaving a profit. Inattention or careless figuring of costs is

likely to leave too little profit in a rising market of the present type.

The breakdown in costs for each product should be undertaken to avoid uneven and perhaps unprofitable pricing. Every nursery produces many items and perhaps gives several different kinds of services. Is each one paying its way, or are you making a gift of your time to some customers and trying to make a profit out of the rest?

The gathering of costs need not be complicated or expensive, but their importance at a time like this justifies reasonable expense and particular attention.

There are three elements of cost—labor, materials and associated expenses, such as insurance, taxes, rent, sales commissions and salaries. When their total is divided by the number of units produced, there is a rough but inaccurate beginning of a cost system.

To go further, try to assemble the costs on a few items. If the figures do not turn out as you would like to see them, check them thoroughly. If you do not find them wrong, face the fact that you have been guessing before, and guessing incorrectly.

After you have tried figuring the costs on a few items, you will be led to test out your method on a few more. The result may be a better and more enlightening view of your business than you have ever had hitherto.

As to competitive prices, why worry about them? If you cannot cover your own costs, you cannot make a profit. If a competitor puts his prices below cost he is not going to last long as a competitor—unless you permit him.

TRADE REGULATION.

Probably it would not be an exaggeration to say that no season passes but what every nurseryman dealing with the public learns of one or more instances whereby a customer has been gypped by a peddler of nursery stock, an itinerant tree surgeon or a hitand-run self-entitled landscape architect. These gyp artists are usually not to be found when the customer awakens to the fraud which has been

practiced upon him, and so he complains to the legitimate nurseryman.

The nursery field is not alone in having this problem of racketeers. Medical fakes are brought to light constantly. Petty subscription swindlers are so much of a nuisance that the national magazines employing agents or canvassers are associated to maintain an office to track down these petty thieves, elusive as they are. The Better Business Bureau in any city can cite a long list of swindles commonly practiced.

Many nurserymen have given thought to this problem in the hope that, in some way, the field might be cleared of such frauds. How much the trade is injured, rather than the public, is a question. But there is no doubt that if the public received good nursery stock, expert tree service and competent landscape advice for all the money the public has paid out to the gyp artists, both the public and the trade would be vastly better off.

The possibility of regulation is frequently raised, and it has been tried in several states in different ways. The difficulties in legal regulation are, first, to find the swindler after he has been discovered to be such and, next, to obtain legal action when the facts may be disputed and the amount of money involved is not a large one. Experience has shown that a law on the books does not cure the situation.

The best practical solution seems to be the advertising of an insignia or slogan by local landscape or nursery groups in their respective communities, or even by state associations. Were such organizations to obtain the ear of the public, warn of the risk in dealing with strangers and indicate who are the responsible members of the trade or by what insignia they may be recognized, a positive action would be taken in the solution of this problem. Its success would depend on our own efforts.

MILD weather in the midwest after a rainy October made November an exceptionally busy month for nurserymen in that area, while in the east a similar situation prevailed because short but heavy rains softened the soil previously baked by drought.

AMERICAN NURSERYMAN

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MORE SPACE - MORE ATTENTION

"The wheel that squeaks the loudest is the first that gets the grease" is an old farm saying.

Just as plainly, the advertising that stands out from the pages of a magazine is read first and by the most persons.

To get inquiries and orders, therefore, it is better business economy to make sure your copy has the most attention—and makes sales—rather than limit space to save a few dollars—and miss buyers.

For example:

"We are very much pleased with the results obtained from the advertisement we are using and feel that the additional money put into this advertising is being well spent."—Portland Wholesale Nursery Co., by Avery H. Steinmetz, Portland, Ore., December 8.

Plan Defense Garden Program

Invitations to a national defense garden conference at Washington, D. C., December 19 and 20, from Claude R. Wickard, Secretary of Agriculture, and Paul V. McNutt, of the Federal Security Agency, went out last week to officers of garden clubs and horticultural associations, to editors of garden, farm and horticultural trade periodicals and to horticultural and allied trade interests, as well as to educational and action agencies which may help in carrying out the program.

At the same time was issued a 10-page mimeographed statement on "A Coördinated Farm and Home Gardening Program to Meet Defense Needs," suggested by the garden committee of the United States Department of Agriculture and the coördinating subcommittee of the nutrition committee of the Federal Security Agency.

According to the statement, interest in gardening is approaching the level reached in the first World war. The program and plans of procedure to be discussed at the Washington conference should bring about a common understanding of basic needs and objectives, with con-

sequent coöperative effort on the part of those mentioned in the opening paragraph, as well as the press generally, to promote the program.

Paramount is the need of improve

Paramount is the need of improving health through better food habits, but says the statement, "There is not now an emergency that warrants the promotion of city backyard vegetable gardening under the unfavorable and unproductive conditions which generally prevail in cities. From the standpoint of efficiency and conservation of seed supplies, fertilizer and spray materials, vegetable production is usually better handled by farmers and smalltown and suburban gardeners."

It is recognized that city gardening has certain health and recreational values, and the statement asserts, "It would be far more desirable to apply the enthusiasm and interest for gardening to the continued landscape improvement of city yards and not to destroy lawns and ornamental plantings for a few vegetables."



A 4-point program has been developed. First is that of farm vegetable gardens, which has already been under way through the activity of the county agents, and a goal of 5,760,000 farm gardens for 1942 is announced.

The second point of the program, of particular interest to nurserymen. is development of farm fruit gardens. "No farm or small-acreage suburban homestead should be without a fruit garden, the products of which may contribute so much to helpful living and enjoyable meals," reads the state-"It is recognized that many farm families will have an inadequate amount of fruit in their diet unless at least a portion of it is produced on the farm." It is proposed to recommend the most nearly foolproof types for farm or suburban fruit gardens. It is recommended that this fruit should be prepared for state and local situations, and in the range of possibilities are included strawberries, raspberries, blackberries, dewberries, red currants and gooseberries out of the blister-rust control areas, and youngberries and boysenberries where they can be grown. The list also grapes, peaches, plums, cherries, apricots, pears, apples, crab apples, and citrus fruits where possible.

The third point in the program covers community and school gardens in towns, suburban areas and rural districts. The purpose of such gardens is to supply vegetables to be used fresh or canned to provide food for school lunches, especially to supplement materials provided by the Surplus Marketing Administration.

The fourth point in the program

has to do with ornamental gardening, and the following important paragraph under this heading is quoted in full:

"The importance of home and municipal ornamental gardening should not be overlooked in these times. By devoting interest and energy to the growing of flowers, ornamental shrubs and trees, people in urban areas particularly may find release, keep up morale and give valuable service in improving the appearance of communities. This seems a wiser outlet than to tear up back yards, playgrounds, public parks and spaces for the sake of growing a few vegetables. Some garden clubs, for example, have begun to improve the appearance of military camp areas by landscaping and planting. There is need for the same thing in some of the new and rapidly built small residence areas adjacent to defense industry plants. Our school grounds, churchyards, roadsides and towns, as well as home grounds generally, still need much improvement in the way of ornamental gardening."

The farm vegetable and fruit garden campaign is to be carried out through various agencies of the United States Department of Agriculture and other government agencies, as well as farm and rural women's organizations. Similarly the school and community garden and school lunch campaigns will be sponsored by government agencies, as well as women's clubs, garden clubs, businessmen's organizations, etc.

Where home and community landscape improvement is to be sought, local programs and plans may be developed with the aid of representatives of the extension service, county and community defense councils, town officials, businessmen's organizations, garden and women's clubs, Boy and Girl Scouts, highway commissions, the soil conservation service and the bureau of plant industry.

In ornamental gardening will be involved some of the same groups mentioned above and also managers of business enterprises, such as factories, railroads and cemeteries, directing heads of churches and schools, road commissioners and the

like. In this regard the statement asserts: "A very close contact with garden, farm, women's and trade magazines must be obtained, and provision made for supplying the press with sound gardening information, emphasizing need for conserving seed and fertilizer, metals for tools and human energy. It is vital that over-all efficiency and most effective use of our critical resources be kept in mind."

The foregoing program has been under preparation at Washington for some months, and trade organizations have already played a part in the progress made. The American Association of Nurserymen informed its members of the preliminary plans, and the executive committee recently approved the solicitation of funds on a voluntary subscription basis to raise \$3,000 to cover the estimated cost of coördinating with the government program in behalf of this branch of horticulture.

Ornamental gardening has been found important in wartime in Europe to maintain morale. Cut off from other forms of recreation, the English people have persisted in their home gardens, so much so that government-imposed quotas of some items of nursery stock, particularly roses, had to be revised upward. Now that declarations of war have been exchanged, gardening will be important in this country for that purpose, also. The national defense garden program-or national victory garden program, as some suggest it be called-should be kept in the channels which will carry out that purpose. Secretary Wickard himself earlier said, "I hope there will be no move to plow up the parks and lawns to grow vegetables, as in the first World war." Farmers would object to it, also, since there is no runaway export demand for their commodities in this war, as in the previous world conflict.

Aside from the supplying of camouflage material to the government, nurserymen have an opportunity of serving their country by participating in the national defense garden program and adding to its impetus. While they may benefit to some extent, the greater value will be that to the communities which are more beautified and to the nation at large by maintaining a calm citizenry and even morale.

Letters from Readers

RAISING PRICES OR UNLOAD-ING SURPLUSES?

During the annual state convention of the Texas Association of Nurserymen held at Austin in September the general consensus was that prices on nursery stock would have to be higher this season than in former years because of higher prices for burlap, nails and labor. The general feeling seemed to be about the same with the wholesale nurserymen as well as the retail nurserymen.

The first real test of what a nurseryman will do on prices has just occurred in the bids on nursery stock called for by the federal government. Bids throughout the southwest were called for on assorted ornamental shrubs amounting to several thousand. These bids were opened in Washington early this month, and the tabulations on the totals bid by the nurserymen are everything but an indication that they are asking more for nursery stock and landscape labor than in former years. In fact, it looks as though some nurserymen are dumping their stock and labor at prices far lower than cost, rather than selling it at a sensible price.

On three bids in one city there were approximately 15,000 trees and shrubs of a large and a middle size to be planted. One nurseryman took these three jobs for about one-half of some other bids and one-third less than their wholesale prices, and he has to deliver and plant these shrubs within thirty days. Planting has to be done under rigid government specifications, with large-size holes to be dug, old soil hauled off, new topsoil supplied, fertilizer added and trees planted. Perhaps the government inspectors will let him off easy; if not, who loses?

We have looked over plans and specifications for a long period of years, and it seems folly to bid, for it looks as though some nurserymen bidding on these proposals have either lost all perception of cost or failed to read the requirements in the specifications.

Nurserymen's associations are intended to bring together general thoughts and ideas on principles and practices of the nursery trade, price guides, etc., but if this is a sample of what is forthcoming, then our opinion is that they are falling far short of any accomplishment.

If there are wholesale nurserymen in this state who have money to dig their nursery stock and pay the labor and cost of transportation in order to give it away, then we hope that such charitable efforts will soon use up all of their available material. We have spent money cultivating and caring for the nursery stock which we have available in our fields, and we know that it will cost money to dig, pack and deliver this merchandise to projects. Where it has to be planted under government specifications, it certainly costs money to plant it and to buy the soil for refilling and fertilizer, and we are of the opinion that the government intends to pay for the material and services rendered. Why should we give the stock away and starve out all small local nurserymen and landscape planters?

When, we should like to ask, are nurserymen going to accumulate sufficient backbone to ask a price for their nursery products and services? Is there any hope to come from further effort to develop a knowledge of costs, and will the nurserymen ever ask an adequate price for their merchandise?

Texas Nurseryman.

PURCHASE of a 92-acre tract adjoining his property on Sandy boulevard, Portland, Ore., brings the total area of bulb and rose fields of N. Van Hevelingen up to 180 acres.

THE lease is reported of ninetyfour acres in the occidental district, near Gustine, by the Jackson & Perkins Co., Pleasanton, Cal., on which to grow roses. George DeVore, vice president, is the manager.

PAUL STARK, of Stark Bros. Nurseries & Orchards Co., Louisiana, Mo., was in Chicago early this month for the meeting of the American Farm Bureau, serving on the fruit and vegetable committee. Then he went to Washington, D. C., where he has been active in the defense garden movement.

One of the common problems of

front yard planting involves the use

of materials along the boundaries of

this area. The question of these

plantings has always been contro-

versial among nurserymen, landscape

men and other interested designers.

Many individuals have been decidedly

opinionated and dogmatic regarding

the use of fences, gates, hedges and

border plantings for the front yards.

One group insists that front yards

should be enclosed; another tells us to

keep them entirely open. Both fac-

tions have excellent arguments, and

either side can present a good case.

The individual who is interested pri-

marily in the sale of plants is anxious

to have established a principle that

would require relatively complete

plantings for all front yard boundaries.

On the other hand, the man who is

interested in city planning and real

estate development would very nearly

eliminate such plantings. Both of

these extreme positions are right-

part of the time, but they are also wrong the rest of the time. The ques-

tion of these border plantings cannot

be settled arbitrarily; no general rule

relative to their use or disuse can be

established. The thoughtful person

who studies the problem carefully

realizes that every home situation is

a problem in itself, that the answer

to this question must be determined

by factors related to each property

as a special case; that certain situations

are best solved by quite complete developments, others by partial or only

side boundary plantings, and that

Landscape Planning and Planting

By Joseph P. Porter

IX. FRONT YARDS.

Their Planting. Part 5.

Ninth of a series of monthly articles on the application of landscape architecture to the property of Mr. Average Citizen, by the professor of landscape design in the department of horticulture at Cornell University, continues discussion of the treatment of the public unit area, or front yard, as to shrub planting for various purposes.

there are many that need no such plantings at all.

It is the particular house and lot with its environment that should determine the degree of front vard boundary plantings or enclosure and not the whims or fancy of either the client or the designer. In some cases, more rare than one might expect, the practical or utilitarian consideration may be important as a determining factor. Occasionally, protection from pedestrians may be necessary, requiring the use of a fence or a hedge. Careful observation has disclosed, however, that this need usually exists mainly in the mind of some individual suffering from the so-called persecution complex and that there is actually little or no genuine trespassing. American youth is always eager to accept a challenge, and when a hedge barrier is set up the temptation to jump over it or to push one another into it is irresistible to any group of

boys. When I was a youngster, one of our citizens had a number of peach trees in his yard. Our gang had never bothered them, but, doubtless, the owner had lost some fruit to the neighbor's children. One day while we were returning from school this gentleman was seen erecting about his entire property a high climb-proof fence with three barbed-wire strands on top, and as we passed he challenged us with the remark, "Well, you will not get any of my peaches this year." Especially since we had stolen none of his fruit, there was only one final reaction that could take place in our minds. Some months later when the peaches were just ready to pick this gentleman awoke one morning to find his trees absolutely stripped of fruit. Long before, we had built two ladders and when the right time came-well, we certainly had a grand

Fences, gates and hedges are barriers. They tend to indicate an unfriendly, selfish or inhospitable attitude. The front yards of our homes should give the feeling of a friendly welcome rather than the spirit of "you keep out; this is mine" (see illustration 32).

Sidewalk boundaries reduce the apparent width and dignity of our streets. By foreshortening, they materially reduce the depth effect of front lawns (compare illustrations 33 and 34). Their bases form a catchall for wind-blown trash and leaves. They increase materially the cost and time of property maintenance. If the

| | | | | | Study of Front Yard Boundary | | |
|-------------------|-----------------|-----------------|---|--|--|---|--|
| A. | 5 Th | ey i | Vere Done. | Style of House. | Recommended for Best Effect Today. | | |
| Boundary Material | | | | 2 0 1/ 150 /4 / | | | |
| Complete | Partial | None | High wall Low wall Fences Hedges Shrubs | | Small Properties; 75 to 150 ft. | Large Properties; 150 ft. to several acres. | |
| 11114111 | 4 - 2 - 1 2 2 4 | * * * - 2 * * * | 21-58 1 12 -1253 -132- -3146 -4126 314 | English Cottage English Tudor French Opanish (Moorish) CapeCod Cotonial New England Colonial Dutch Golonial Virginia Colonial Georgian Colonial American 1920-1940 Contemponery (Modern) | I, Low picket fance; 8, Clipped hedge. I, Low walls; 3, Clipped hedge. I, High walls; 4, High hedges. I, High and low walls. I, Picket fance. I, No boundary; I, Low fance; 5, Hedge. I, Low wall; 2, Fance; 3, No boundary; 7, Hedge. I, Low wall; 2, Fance; 3, No boundary; 3, Hedge. I, Fance; 1, Fledge, 3, Low wall. I, No boundary; 5, Fledge. I, No boundary; 2, Low wall; 3 Hedge. | Style not suited to large properties. 1, Walls and informal shrub borders; 3, Shrub borders. 1, Walls; 2, High hedges; 5, Shrub borders. 1, Walls; 6, Hodges. Style not suited to large properties. 1, Fence; Low wall; 2, Fence or will and shrub groups; 5, Sm. 1, Walls and shrubs; 2, Fence and shrubs; 5, Flodges. 1, Vence and shrubs; 1, Walls and shrubs; 4, Flodge. 1, Wall and shrubs; 2, Fence and shrubs; 3, Shrubs. 1, Informal shrubs; 2, Fence and shrubs; 3, Shrubs. 1, Informal shrub groups; 2, Shrub borders. 1, Low wall and scattered shrub groups. | |

street has adequate shade trees, sidewalk hedges are apt to lack vigor and health and lose thereby much of their attractiveness. Most hedges are planted much too close to the sidewalk and in time overlap and interfere with pedestrian movement. The hedge then becomes a nuisance, and there is the chance that it may cause the owner some embarrassment. The owner is responsible for any damage that his hedge may cause. I know of two instances, one where an expensive evening dress was torn, the other where a barberry thorn caused an infection, both resulting from hedges set close to the public walk. Substantial damages were awarded in each case. Moral: If there must be a hedge, set it well back from the sidewalk.

When considering a problem involving front boundaries remember these points and give them due consideration, but then check up on a few other factors. The most important of these is style of house. While the average American house of recent years is either a sadly corrupted copy of some style or else a stupidly planned monstrosity, as yet unnamed as to style (see illustration 34), there are many excellently designed houses that have taken their inspiration from recognized period styles and that are truly good looking. Inspiration for the design of the properties of these homes should come from the style of the residence. Not always can, or should, the designer follow accurately the historic precedents, but whenever possible, the spirit of that style should be reflected in both the materials and the pattern that he uses. To save both time and space and to simplify discussion, data relative to front yard boundaries have been condensed into tabular form. While this table is not complete, it may prove helpful. Special attention should be called to two things in this table.

The numbers used to indicate frequency or preference attempt to indicate something of the measure of that preference. For example, in the case of the English cottage under the column "Materials," hedges have a value of one and fences a value of four. This means that a great many more hedges were used in England than fences. No second or third value is given because of the great difference. Note now, under "Recommended effects," that the low fence for the English cottage receives the value of one while the clipped hedge drops to

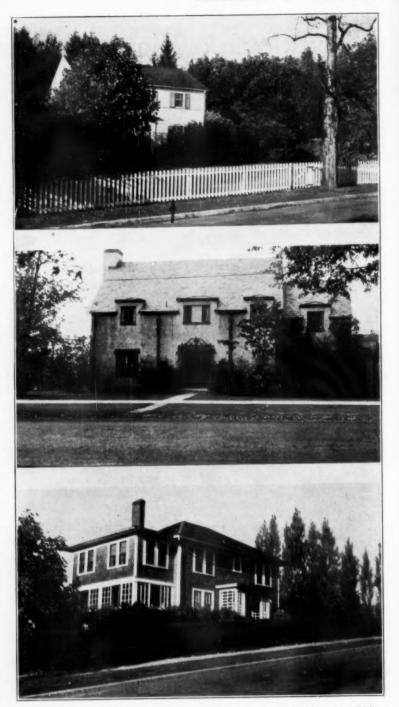


Illustration 32.—While the fence may go with this house, the front yard would have looked better had the fence been discontinued from the arrow across the center. Some vine or small shrub planting should be in front of the fence.

Illustration 33.—Narrow front yards should rarely receive front boundary treatment. Compare the effect here with that in illustration 34.

Illustration 34.—The wall, fence and hedge foreshorten and destroy the best front lawn effect. The distance from sidewalk to house is greater here than in illustration 33. Poor architecture and a bad foundation treatment made worse by the hedge. Note the many strong horizontal lines.

the value of eight. This reversal and apparent discrepancy are due to the fact that the hedges used in England are for the greater part tall and massive. These tall hedges do not look well along American streets. The English peasant had no desire to show off his home. He preferred it hidden. We do not have that same attitude. Few of us would consent to having our homes completely screened from view. It just is not American. We, therefore, much prefer to use the low picket fence which, while it truly reflects the cottage style, does not hide the structure. There being practically no precedent for a low clipped hedge and, since we cannot tolerate the high, heavy hedge, the use of the clipped hedge drops to a value of eight.

In the column of "Recommended effects" for small properties the statement "No boundary" is used. This does not mean that the side property lines are not or cannot be developed. It does mean that, as a rule, these side developments should not extend in front of the house facade a greater distance than two-thirds the depth of the front lawn and that no boundary treatment whatever should be used along the public sidewalk-not even specimen plants or clumps of plants set at the corners of the junction points of entrance walks or driveways (see illustration 35).

Style, then, is the first thing that guides one in determining the type and amount of front yard boundary. The more that a designer can reflect the style of the residence, the better will be the spirit or atmosphere of the landscape treatment.

The next factor that may help determine front yard treatment is the established precedent set by neighboring properties. Wherever a residence functions in close relationship to other houses we should remember the old rule that the effect of the whole is much more important than the effect of any one part. This leads us to seek uniformity of arrangement along city blocks especially, and to a somewhat lesser degree, but nevertheless still obviously, a harmony in the more open spacing of the houses in our subdivisions and suburban areas. It is both wise and safe to follow established precedents.

Contour of land has much to do with front yard treatments. This alone is quite sufficient reason for altering either style or neighborhood precedent. Flat land or a gentle slope would not excuse or justify a change in policy (see illustrations 33 and 36). But a definite bank next to the sidewalk, a retaining wall or a steep slope either to or from the house would require careful consideration. The bank or wall has already broken and foreshortened the lawn. Plants set be-

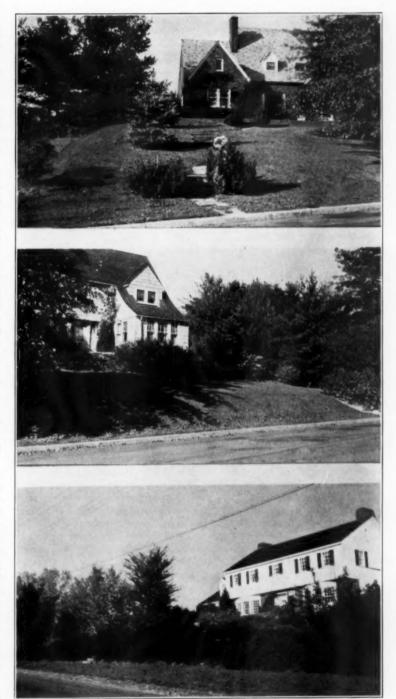


Illustration 35.—Two major errors: The property line (foot of bank, left side) needs border planting. The spotty plants along the too narrow walk should be eliminated. Compare this with illustration 36.

Illustration 36.—The popular open front and side boundary planting most effective in this country. A hedge or planting could not improve this yard. Compare this effect with illustrations 32, 34, 35 and 37.

Illustration 37.—Steep banks may necessitate a front border treatment.

low or on the bank or below or on top of the wall may actually improve the situation. Steep slopes, either dropping to or away from the sidewalk, may look much better if planted. Proper planting upon them may cause the desirable effect of making the residence appear lower or higher, as the case may be. Properties where these situations exist practically dictate substantial and complete front border treatment (see illustration 37).

At this point we must differentiate between the planting along the public sidewalk and the plantings located on the side property lines and extending in front of the house facade, since the functions of the two usually differ. On the larger lots and estates it is true that we often carry walls or fences and informal shrub borders along the street side of the properties. Even with these developments the most effective design is obtained when the taller materials are interrupted by sections of low wall and border, through or over which one may look to catch views of the lawn and residence beyond. On the smaller lots this street side development is invariably kept under eye level in height. The side plantings, however, may be much taller, giving the desired effect of seclusion and coziness (see illustration

When side plantings are in order, they should act as part of the definite framework that encompasses the house. They become a continuation of the house planting and should therefore be related to the house. This is brought about by repetition of some of the species of plants used against the house and the introduction of new species that afford close harmony through similarity of habit, color, texture or closely related species. The best sky-line effect of these borders is obtained when the greatest height of materials is placed opposite and next to the two front corners of the residence. This allows a slight build-up for the height of the structure. It is at this point that small-size trees are often used in or next to the border. As one approaches the front corners of the property, the height of the border should drop considerably, with a slight final rise or lift given at its very end next to the sidewalk, but the height here should rarely be as great as at the points opposite the house corners.

Plants selected for these borders should be relatively neutral in character. Accent plants or ornate material is out of place since it violates the major purpose of the whole front area development by claiming too much attention to itself. In sections where plants are affected by temperature, the off-season appearance is of great importance. Only those plants should be used that look well and either maintain foliage or else by reason of many thickly branched and attractively colored twigs retain their density and general form. Shrubs developing attractive berries or fruits are especially desirable.

One of the worst violations of good taste in dooryard plantings is the use of freak plants like Tea's weeping mulberry, Catalpa Bungei, grotesquely clipped items and the like. Another serious error is the incorporation of plants with strong and unusual foliage colors. These, especially the yellows and the variegated forms, never add to the dignity of a dooryard. Use rich and neutral greens. If some relief is needed, bronze and purple (as in mahonia) would be good, with gray (as in Elæagnus longipes) a second choice. In respect to foliage color, again no definite rule will hold. Exceptions will be found, but the reason for the use of strong foliage color must be obvious. By way of example let me cite a situation I saw in a central Rocky mountain town. Silver-grays were in order there because the larger trees native to the area (and they were large) were Colorado spruce and their color was close to Koster's

variety. In desert sections strong color contrasts are natural; blues, grays, silver and red are in harmony. However, they must be used with care. When planting the Spanish style property, again strong color may be introduced, and bronze, purple and red reflect the spirit of the style and echo the color of the tile roof and pottery. The contemporary (modern), especially when located in the desert sections or deep south, is the only other style that can carry these strong color contrasts successfully.

Flower effects in the public area are allowable, but, again, the more gaudy and showy plants should be reserved for the back yard. White and soft colors, if not overdone, may be desirable, but flower effect of either shrub or perennial should not be overdone. In the English cottage and several of our colonial styles flowers were a part of the dooryard effect. In the sections where they are grown, the excessive use of brilliantly colored azaleas, poinsettias and hibiscus on the part of both homeowners and plantsmen is deplorable. A few months ago I heard a nurseryman bitterly censoring some girls for their scarlet finger nails and lips. "Disgusting," he said, but at the same time he was quite elated over a front yard planting he had made which was composed of fiery-red azaleas backed by gray-green Pfitzer juniper, with bronze-red cryptomerias at the ends.

RECENTLY returned from the army, Joseph Houlihan, Jr., is again with his father in the Houlihan Nursery Co., Creve Coeur, Mo. Most of his time in service was spent in the signal corps at Fort Bragg, N. C.



Illustration 38.—Heavy planting at front corner and side used primarily to screen service.



Illustration 39.—New England front yard boundary of small home. Built about 1770.

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Experiences with New Plants in 1941

By C. W. Wood

Auerbach was right, of course, when he reminded us that "years teach us more than books," but he left unsaid almost as much as he said. It would be foolish, for instance, for a modern to start out in life determined to learn from experience all the wisdom of the ages which we have had handed down to us in literature from those who have gone before. In a small way, therefore, it is thought that my experiences with new plants may be of some value to others who may not have had the privilege of growing and observing the newer introductions. No claim is made for completeness in the list of material or infallibility of conclusion, but it is hoped that my experiences, which "teach slowly and at the cost of mistakes," may save others the latter.

Judged from every angle and especially from that of wide appeal, the named varieties of Campanula carpatica which have been under observation here in northern Michigan during the past few years take a prominent place in my list of new plants. Because of a long season of flowering and perfect ease of culture, the ordinary Carpathian harebell is one of our most useful plants. It is usually sold, however, as seedlings and one can never be sure of them as to size or shade of flower or height of plant. Most modern gardeners have decided views on flower color and color harmony; as a consequence, unflowered seedlings of variable plants are seldom desired. Named varieties, reproduced vegetatively, are therefore the answer. Of the ones readily available, Viscountess Byng (the largest-flowered carpatica that I know, with immense opal-blue flowers on foot-tall stems) and Convexity or Harmony are my favorites. The last two, because they are somewhat similar to the unpracticed eye, may not both be needed in the general nursery, but one, at least, should have a place in every list. Both are large-flowered, opening flat in Harmony and reflexed in the other. The colors, medium blue in Harmony and the same with a touch of violet in

The experiences and observations of this veteran plantsman on perennials of recent introduction are a valuable guide to nurserymen who do not have trial grounds or may not have grown these varieties. The locality of his trials is northern Michigan, and comparison with other tests should be made with consideration of climatic differences.

Convexity, are pleasing. Either kind will give carpatica sales a fillip.

Other kinds that have made a good impression on me include the following: Elegant, pale blue, dwarf: Exquisite, white with a pale blue edge, only showing to advantage in cool weather or a cool climate: Loveliness. pale mauve, flowers often nodding instead of the usual upturned position of carpatica varieties; Queen of Somerville, a large flower, often with six lobes and a pretty light mauve (it grows about fifteen inches tall here, a little taller than the average carpatica); Princess, large, medium blue; Riverslea, an old variety with large violet-blue flowers, still a favorite. Where a white carpatica is desired, the old White Star, a prolific bloomer, should also find a place.

Although achilleas, because of the weedy characters of many kinds and the unshowiness of others, have a rather poor reputation among gardeners, two new kinds, A. taggetea and A. Campbell's Sulphur, are likely to receive a better welcome from your customers. The latter has been under observation here for several years, and the more I see of it the better I like its low mat of ferny leaves and heads of sulphur-colored flowers, on 6-inch stems. It has a long blooming season in late spring and summer, does not spread fast enough to become a nuisance and behaves splendidly under ordinary garden conditions. It has, in my opinion, a wide field of usefulness. The other, A. taggetea, is only known to me through observation, and that leads me to the conclusion that its large heads of pale yellow flowers, on 18-inch stems (it is said to bloom from June well into September), which are good for cutting as well as for garden decoration, will make it an instant favorite.

Adonis amurensis, because it is so anxious to please that it scarcely waits for the frost to leave the surface of its sunny home before it spreads out its golden cups, has long been one of my favorites. Now that I have its double form, Ramona, I am even more taken with it. In the latter we find double yellow flowers, as much as three inches across, on 6-inch stems-entrancing flowers that really attract attention in early spring. This variety does best in this climate in a rich soil, well drained. and in full sun: there it seems to be quite indestructible. It is still highpriced and will, because it propagates slowly by division, remain in the higher brackets for some time to come. One can buy it, then, with the assurance that mass production will not ruin the market soon.

There has long been a demand for a good colored rock cress. Our native Arabis blepharophylla, with its pink to rose or rosy-red flowers, would answer the call if it were a little easier to manage, but several friends in limestone regions to whom I supplied seeds years ago reported it hard to please. I deduct from those reports that it requires an acid or, at least, neutral soil. Several plants that I have bought as A. rosea failed to live up to that name. A. alpina rosabella, although described in some lists as deep rose-pink, cannot produce enough pink pigment here to exceed what I call flesh-pink and only retains its color in shade. Another rosea, this time a form of A. Billardieri, from Asia Minor, comes close in some ways to being the answer to the demand, though it has varied somewhat in color in the several lots of seeds grown here, ranging from pale to rose-pink. It deserves, in my estimation, more attention than it has heretofore received. Two new arabises, A. Spring Charm and A. carmineus, which I had from Connecticut last spring, ap-

pear, however, to come nearer being the solution. Spring Charm, grown from Holland seeds, was consistently a pleasing shade of carmine in this garden and looks like a good garden plant. If and when seeds are again available, it would likely pay the neighborhood grower to add it to his list. The other one, A. carmineus, is now available in good numbers, and I believe you will make no mistake if you give it a trial. Its carmine flowers are one of the brightest spots in the spring garden. Advance notice just reached me that Arabis alpinus coccineus (evidently a misprint, because there is no such thing as A. alpinus) is to be introduced in 1942. It is described as having bright rose-crimson flowers, which would make an excellent addition to our spring parade of color. These color forms of rock cress must be grown from divisions or cuttings, preferably the latter, which are usually made of new growths rubbed off with a heel soon after the flowering

The adverse comments made in these columns a year or two ago on Delphinium Pink Sensation, which were based on the sickliest, puniest lot of plants that it has ever been my misfortune to receive, will have to be revised in the light of subsequent behavior. If given a chance, the plant really has stamina and can put on a splendid performance. Its second year here, during which each plant produced as many as eight or ten spikes of pretty pink flowers, was perhaps no more than a foretaste of good things in store for its owner. Growers should understand, however, before they invest in it, that it is both slow and difficult to propagate.

In case you have not grown Anthemis Moonlight, which was introduced in this country two or three years ago, you may be assured that your customers of the gentle sex will like its pale lemon shade. It seems to be especially attractive to modern women, who, either from choice or because it is the vogue, prefer what I always think of as anemic shades. Personally, I prefer the live shade of deep yellow (almost orange) of A. Sancta Johannis, but I notice that the ladies nearly always choose Moonlight. Speaking of A. Sancta Johannis reminds me it is one of my protégés that have been sadly abused by

American growers and gardeners. As I introduced it from Europe years ago, it was a striking color-a brilliant yellow with a suggestion of orange in its make-up. As I see it now in nurseries, it is often almost as anemic as Moonlight. The true plant, grown from cuttings or divisions, is really a bright spot in any planting. I also hear complaints that it is short-lived, which is undoubtedly true, unless the plants are divided as soon as they are through flowering. I should like to continue with this anthemis for further comments, but it is too ancient to receive more space in our present enumeration. Before leaving anthemis, I should like, though, to give my impressions of a new variety, Rodger Perry, which I understand will be introduced this coming spring. In it we have a color, deep yellow, that I can admire. If it lives up to its advance notices, especially that it will not selfsow to the point of being a nuisance, it will surely find a welcome from gardeners who have long tired of fighting seedlings of other forms of A. tinctoria.

I do not as a rule spend much time with garden chrysanthemums, because only a few kinds, except the cushion varieties, C. rubellum and its forms, Aladdin and now Dean Kay, are of much value this far north. I have a notion, though, that the last-named is the forerunner of a group that is going to make chrysanthemum history. You are well advised, I believe, when you are told to keep your eyes on the Dean and

his progeny.

While on the subject of chrysanthemums, I should like to give my final impressions of the much-ballyhooed Esther Read. Despite the facts that it is an incessant bloomer from May or June until frost catches up with it and that its flowers are quite the most beautiful of any double Shasta daisy that I have ever seen, it has shortcomings which growers and gardeners should know about before they invest in it. First of all, it is definitely not hardy in northern Michigan and from what I hear it would probably have to be wintered in frames in the latitude of Chicago. It is reported that it blooms itself to death, but I suspect that it has a naturally weak constitution. In any case it is short-lived, likely to pass out any time. And that is something that gardeners detest in a perennial

that has to be reproduced vegetatively. Let no one expect to produce the long stems that the catalogues picture, either, except in the cool showery weather of spring or fall, because it is quite impossible to get them longer than ten inches during the heat of a midwest summer.

Growers in the north, where ordinary Japanese anemones are of little value because of their late blooming, will, I believe, find the three varieties, September Charm, September Queen and September Sprite, of value in their work. They have given satisfactory results here, despite our light soil. Evidently carrying the blood of the Chinese species, A. hupehensis, they are always in bloom by the middle of September and carry on until hard freezing weather. The first two need not be described here, for they may be found in many catalogues, but the newer September Sprite may need an introduction. It is essentially a small A. hupehensis, never over ten inches tall, as it grows here, with flowers of the same pretty dusky rose (it has a bluish tint to me). It is in bloom here in late August. Incidentally, if your customers object to the color of A. hupehensis, they might take more kindly to the deep red double flowers of its variety, Herzblut, and if you handle A. japonica you will surely be interested in two new outstanding varieties which have lately come on the market. A real improvement on Whirlwind, which has heretofore been considered the best double white Japanese, Marie Manchard has semidouble flowers of good size, on stems up to three feet in height, and an early-blooming habit to recommend it. The other, Max Vogel, is the most attractive Japanese anemone that I have seen, with lovely loose semidouble flowers of deep rose-pink.

(To be continued)

OBITUARY.

Charles W. F. Erdman.

Charles W. F. Erdman, proprietor of Erdman's Nursery, Wake, Va., died November 21 in a hospital at Richmond after a short illness. He had been in the nursery business in Virginia for many years. Surviving are his widow, Mrs. Margaret B. Erdman; two daughters, and a sister.

ILL'S JUNIPER GRAFTS

More than three-fourths of our annual production of grafts have now been sold, mostly to customers who place their orders with us each season.

These are strong, vigorous grafts suitable for lining out in field rows. We will be sold out by about January 1, so we urge early placement of orders. Following assortment still available April and May de-

Prices \$28.00 per 100 - \$250.00 per 1000

25 of same variety and size at 100 rate; 250 at 1000 rate.

Juniperus chinensis pfitzeriana aurea (Hill Golden Pfitzer Juniper)

Juniperus chinensis pyramidalis blue (Blue Column Chinese Juniper)

Juniperus chinensis sargenti blue (Blue Sargent Juniper)

Juniperus chinensis sargenti green (Green Sargent Juniper) Juniperus communis depressa, vase-shaped (Vase-Shaped Prostrate Juniper) Juniperus japonica (Japanese Juniper)

Juniperus scopulorum (Chandler's Silver Juniper)

Juniperus scopulorum (Silver Glow Juniper)

Juniperus squamata meyeri (Meyer Juniper)

uniperus virginalis, dark green

Juniperus virginiana burki (Burk Redcedar)

Juniperus virginiana cannarti (Cannart Redcedar)

Juniperus virginiana glauca (Silver Redcedar)

Juniperus virginiana pyramidiformis hilli (Hill Dundee Juniper)

Send for new fall wholesale catalogue now ready for mailing. Dealer's descriptive catalogue, 60 color plates of Evergreens, no prices shown, 50c per copy.

D. HILL NURSERY COMPANY

EVERGREEN SPECIALISTS - LARGEST GROWERS IN AMERICA

DUNDEE, ILLINOIS

Funeral services were held at the home of his sister at Baltimore, Md., with interment in that city.

Mrs. George A. Chandler.

Mrs. Margaret A. Chandler, wife of George A. Chandler, of the Chandler Landscape & Floral Co., Kansas City, Mo., died November 26 after an illness of seven years. She was 42 years old.

Born in Kansas City, she was the daughter of the late William Wheeler Meriwether, real estate dealer. She attended Monticello College, Godfrey, Ill. She and Mr. Chandler were married June 20, 1925. Up to the time of her illness, Mrs. Chandler was a member of the Athenaeum; she was a past president of the Junior Athenaeum.

Surviving, besides her husband, are a daughter, Sandra Chandler; her mother, Mrs. W. W. Meriwether, and three sisters, Mrs. R. S. Ramey, Washington; Mrs. J. F. Charlesworth, Lake Lotawana, and Mrs. Elizabeth M. Benson.

John McKay.

John McKay, brother of William G. McKay and at one time vice-president of the McKay Nursery Co., Madison,

Wis., died December 8. He retired from business some years ago.

Claude H. Shumaker.

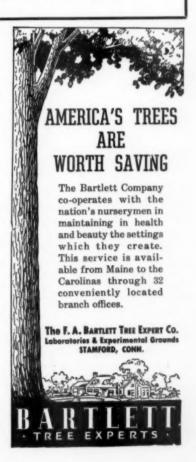
Claude H. Shumaker, treasurer of the old Storrs & Harrison Co., Painesville, O., which sold its property two years ago, died October 22, at Painesville. He had long been connected with the firm, and his passing will be mourned by many of the older nurservmen.

Edward F. Nevins.

Edward F. Nevins, of the Blue Valley Nurseries & Orchard Co., Blue Rapids, Kan., died November 29 at the age of 76. In 1887 Mr. Nevins began growing trees and shrubs, and in 1889 formed a partnership with his brother, known as the Nevins Bros. Nursery, which they operated until 1907. In 1916 Mr. Nevins formed a partnership with his son, James, and in 1929 the present firm was incorporated.

He is survived by his widow and three children.

CHARLES S. BURR, of C. R. Burr & Co., Manchester, Conn., has been on an extended trip in the middle west.



Minnesota Association Convention

Just as zero weather brought an end to most nursery and landscape planting operations, the Minnesota State Nurserymen's Association met at the Hotel Lowry, St. Paul, December 9 and 10, with a moderate attendance. The program of the two days drew uniform interest, state officials reviewing the work of various departments with whose operations nurserymen are concerned.

Officers and members of the executive committee were reëlected for the ensuing year, upon the recommendation of the nominating committee consisting of Delbert Mitchell, Bj. Loss and Paul Peters. The officers are: President, Vincent Bailey; vice-president, Frank Seifert; treasurer, Harold Reid; secretary, R. N. Ruedlinger. Directors of the executive committee reëlected are Ray Filk, Robert Wedge and F. E. Cutting, to serve with Leslie Mitchell and Paul Peters, whose term expires in 1942, and John K. Andrews, ex-officio.

At the opening session, after roll call, Vincent Bailey read his message as president, an open-minded view of the problems that face nurserymen under war conditions and the prospects that should guide their policies. It is published on another page of this issue.

The report of the treasurer, Harold Reid, showed disbursements slightly less than income of about \$450 the past year and a consequent small increase in the balance on hand to \$488.27.

State Heads Speak.

The cooperation with nurserymen of the agricultural extension service of the state was evident in the address of Paul E. Miller, director, on "Making Rural Homes More At-Farm income in Minnesota reached \$415,000,000 in 1941 and would be somewhat larger in 1942, he said. Since farmers' purchases of equipment and some other items would necessarily be restricted by war conditions, the increased income might well mean planting of more windbreaks, farm home orchards and ornamentals about the farm home. He told of the encouragement of such planting by the

extension service, through county agents, demonstration plantings and 4-H clubs. Nurserymen naturally work toward the same end in a commercial way.

Speaking on "The Nurseryman and the Entomologist," Prof. A. T. Ruggles, state entomologist, traced the history of his office. The first entomologist at the agricultural experiment station was Otto Lugger, who occupied that post in 1886. Not until a year after his successor, F. L. Washburn, took office did the legislature establish the office of state entomologist. After much experi-



R. N. Ruedlinger.

ence in inspection service as assistant, Professor Ruggles headed the office in 1918 and developed the nursery inspection work as a cooperative type of extension service, instead of a form of police supervision. The scope of the office has been enlarged to include apiary inspection and its allied duties and, more recently, insect control on a state-wide scale, beginning with the grasshopper control ten years ago. Charts showed the many diverse tasks of the entomologist's office today and also the agencies cooperating, chiefly the extension service and the scientific resources at University Farm. Most pleasant of all, he concluded, was the contact with nurserymen in the inspection service.

At the afternoon session the address of R. A. Trovatten, commissioner of agriculture, on "Agriculture and the Nursery Industry," was read, in his absence, by Edward Thye, deputy commissioner.

The commissioner reafirmed his position, stated at last year's convention, that nurserymen should not be subjected to the competition of government-owned nurseries. Minnesota's position on trade barriers, he said, was apparent from the revoking of the only two quarantines on the books. A considerable portion of Mr. Trovatten's message was taken up with a discussion of parity of farm prices and criticism of parity figures as those of horse-and-buggy days. In conclusion, he referred to the varying definitions of agriculture by government agencies, particularly as affecting nurserymen, and ascribed these amazing contradictions to the failure of the lawmakers to define the term, which permitted administrative bodies to put their separate constructions upon

In the absence of Henry S. Weber, state forester, an interesting talk on the operations of the forestry department was given by Thaddeus Prout, deputy forester. Fires were one-fifth of last year's number, he said, largely because of more rains. The demand for lumber had brought more activity into the north woods, and much cutting is done for portable saw mills. The problem of taxforfeited forest lands occupies much of the department's attention so that they may have proper management in the future.

Concluding the session. Thor Aamodt offered his customary entertaining and informative comments on nursery inspection work. The subject of a new scale of fees had been thoroughly discussed in an informal meeting the preceding evening. He suggested that nurserymen catalogue varieties of buckthorn not susceptible to crown rust of oats -of which Rhamnus cathartica is an alternate host-for sale in graingrowing areas. He also recommended they avoid selling common red cedar in apple orchard districts, to prevent the cedar-apple rust.

Minnesota, he asserted, is now a

state without a quarantine, since the raspberry and alfalfa weevil orders are being revoked. He commented on the rapid removal of trade barriers by coöperative action of nurserymen and plant boards in the past few years, and he recommended more such united action.

Robert Wedge, for the committee on the president's address, recommended members' study of its suggestions as sound ones at the present time.

Discussion of the possibility of licensing tree surgeons and similar operators led to the conclusion that time be taken to watch the developments under the certified tree experts law in New Jersey, the only law on this business phase that has functioned so far.

Discuss Taxes.

Opening the morning session December 10, Senator M. J. Galvin discussed tax matters in the state, particularly the unemployment compensation tax.

Richard P. White, executive secretary of the American Association of Nurserymen, Washington, D. C., outlined the wage-hour exemptions for nurserymen, with the comment that the administrators of that act are constantly attempting to narrow the farm exemption. The nurseryman is exempt if he does a local retail business; that is, if his business is seventy-five per cent retail and the major portion is within the state. The grower of nursery stock is exempt if he ships only what he himself grows. Employees are not exempt if they handle stock purchased, though they may be if the nurseryman confines their handling of shipped-in stock to fourteen weeks in any calendar year, to obtain the seasonal exemption; during the fourteen weeks such employees may work twelve hours a day and fiftysix hours per week, but the employer is required to post a notice at the beginning of such week.

Tree surgeons and landscape maintenance employees are exempt. The application of the wage-hour and the social security laws was summarized in more detail in A.A.N news-letter 96.

Dr. White referred to three current activities of the association of increased importance now that the [Concluded on page 18.]

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Problems in Changing Conditions

By Vincent K. Bailey, President, Minnesota State Nurserymen's Association

Last year when we met we talked about the changing conditions and times that we were passing through, but each succeeding year seems to bring about even greater adjustments. All types of business are being affected by our fast changing national activity, and the nursery business is no exception. In fact, many other types of small business are so seriously affected that large numbers may be forced to suspend operations entirely. We are told by high officials in Washington to ex-

pect even greater changes.

How are all these factors affecting us as nurserymen and how are they going to affect our business in the future? It seems to me that the success and prosperity of each one of us depends upon our analysis and answer to this question. Within the past year Senator Murray issued a report on his committee's study of "Small Business Problems of the Nursery Industry." I think it is well worth the time of each one to read this report. Although our problems are changing fast, many set forth in this pamphlet are still with us. I wish to quote one paragraph from this publication, as follows:

"It has been stated that this agricultural industry would experience prosperity if 'big business' was prosperous. The reasoning behind this statement is evidently that, with prosperous units of big industry, increased pay rolls and the resulting increased consumer purchasing power, increased sales of our commodity would result. This is the normal chain of events, but, however, the reasoning fails to recognize that increased sales of a commodity do not solve the basic problems with which an industry may be confronted. Temporarily it pushes them into the background only to reappear when conditions again become adverse."

In other words, we must solve our problems now, rather than merely postpone them to some future date in the hope that they will disappear without any effort on our part.

Nurserymen doing a wholesale

business have in many cases raised prices, and the retailer is naturally doing the same. But let us not mistake these higher prices for increased profits. It is likely that these raises will not even take care of the many miscellaneous increased costs of doing business and we shall be worse off than before. Many of the nurserymen's supplies have increased in



Vincent K. Bailey.

price, and a few are practically unavailable. Anyone who has recently bought or is planning to buy equipment has found the price considerably higher than a year ago. The steadily increasing tax rate is another item of overhead that we cannot afford to overlook. It is hard to foresee just how serious this situation is going to be, but we do know that large

sums of money will have to be raised to meet the huge national expendi-

Probably the largest single item of expense is labor. According to the report quoted earlier, it "constitutes at least seventy-five per cent of the cost of production of nursery stock." If we have a ten per cent increase in wages, it is easy to figure and add to our selling price. The feature that we may overlook is that the quality of common labor that the nursery industry is able to hire for extra help is decreasing. We are not able to compete in wages with defense plants and industry. This lowered productivity of labor is hard to estimate ahead of time, but, nevertheless, materially affects our cost of production and the costs of doing a landscape job. Many industries are able to measure this slowdown quite accurately. One local firm employing about 700 men found that the cost of production labor for one week recently was \$4,000 higher than the corresponding week a year ago. This increase was found after all corrections for higher wages were made. These conditions are likely to become worse rather than improve in the near future. I do not believe that these factors should be used as excuses to raise prices unduly, but they certainly must be carefully considered in arriving at a fair price which will allow a moderate profit.

The matter of a producton program requires more careful thought now than ever before. Shall we in-

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crease our output and take advantage of increased purchasing power and generally improved business conditions, or shall we reduce our plantings in anticipation of depression conditions so apt to follow a war? In the past, we find, the peak of prices was reached from one to three years after the close of a war. Top prices for commodities were reached about 1815, 1864 and 1920. From this point of one to three years after the close of wars, we find that prices decline for a period of from fifteen to thirty years, making the low point of the dip in the following years: 1843, 1886 and 1932. I present these facts on prices during and after these wars to help indicate what might happen to prices in the future. It seems reasonable to expect about the same trend in the future, with slight variations. Your guess is as good as the next man's as to when the war will end. We can be reasonably sure of good prices until a few years after the close of a war, but none of us wants to be caught with large inventories during a period of declining prices. The above data are for all commodities, and nursery stock prices probably follow the average rather closely.

A large percentage of the nurserymen's business is rural and directly dependent on the prosperity of the farmer. The increased demand for food, especially abroad, has raised prices and improved the farmer's situation. This trend is expected to continue at an even increased rate in the future. In a federal publication, under the heading of "Summary of the Outlook for 1942," we find the following statement: "Export of farm products early in 1941 had fallen to the lowest level in seventyfour years, have substantially increased and may average twice as large in 1942 as in 1941." If the exports of farm products are double in 1942, as predicted, the rural buyer should be much better off.

During this period of relatively good business for the nurseryman and landscape gardener, we must not lose sight of the value of quality of work and material. The public is entitled to a fair deal as much now as ever. The nursery industry will benefit in maintaining a high standard by carrying over the good will into a period when business may not be so good. The nursery that holds

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up to a high standard of quality will find it much easier to sell during depression times than the one which

might slacken a little.

Along the line of continuing and improving quality. I should like to suggest to this association that a study be made of fertilizer and acidity requirements of various species of plants and the information be disseminated to our members. I am convinced that many of the ornamental plants would do much better under optimum soil acidity conditions in the nursery as well as in the finished landscape planting. Some of these soil requirements have been determined, but the information is not readily available to the nurserymen. Various divisions of the agricultural college would be willing to cooperate in assembling this information. We should be able to produce salable plants in shorter time, thereby reducing our costs, and the landscape job would be more thrifty.

In closing, let me emphasize the importance of arriving at prices which will allow us a fair return on our investment. Let us not forget that we are going through a period when changes may occur overnight. Almost every month some legislation is enacted which will raise our

taxes.

By carefully studying the probable trends of the factors affecting our business, we can make this enjoyable and interesting phase of agriculture yield the return to which we are entitled.

MINNESOTA MEETING.

[Concluded from page 15.]

country is on a war basis. One is the supplying of plant material for camouflage, which so far has been planned, but little done. The second is the national defense garden campaign, of which particulars are set forth on another page of this issue. The third is a questionnaire on nurserymen's supplies which is going out to members, so that information may be provided the office of agricultural defense relations of the United States Department of Agriculture, in order that it may obtain, if possible, through the O. P. M. allotments of materials for nurserymen's supplies next year.

Effects of War.

At the final session, in the afternoon, a most interesting talk was

given on the effects of war on agriculture by Dr. O. B. Jessness, chief of the division of agricultural ecomonics at the University of Minnesota. He reviewed the differences between the situation of agriculture at this time and at the opening of the World war a quarter-century ago. Then this country was an exporter of agricultural products on a large scale and the markets of some continental European countries were open; so demand was strong, skyrocketing not only agricultural commodities, but the prices of farm land as well. The disastrous results of land speculation were such that two decades have not overcome them. At this time there are surpluses of some agricultural commodities in this country and no export markets to speak of.

Consequently, farmers are concerned with the relatively high prices of industrial products, especially if no appreciable advance occurs in the prices of things they grow. The danger to farmers, as well as to most other persons in the country, is that of inflation. Dr. Jessness hoped that means could be found to limit or control inflation by drawing off excess purchasing power through taxes, but in answer to questions that followed he expressed his fear of inflation. Discussion which followed his talk was illuminating on some economic points, but was limited by

The final talk was that of Dr. W. H. Alderman, chief of the division of horticulture at the University of Minnesota. This year he gave his talk on new fruits for Minnesota with illustrations by colored slides, rather than with specimens of some of the fruits. His comments on the new varieties will be supplied mem-

bers later in mimeograph form, as last year.

Various Notes.

Minnesota's members of the American Association of Nurserymen held a brief chapter meeting, reëlecting the present officers: chairman, Vincent Bailey; vice-chairman, Robert Wedge; secretary, Bj. Loss. They elected M. E. Cashman delegate to the board of governors, with Vincent Bailey as alternate. Mr. Loss holds over as a delegate. Several new A. A. N. members were reported.

The annual banquet this year consisted of a dinner, with William J. Smart pressed into duty as toast-master and Senator M. E. Cashman as the principal speaker. An attractive soprano and her accompanist on piano and accordion led the group in many songs, but the spirit of the former buffet suppers was missed.

The legislative committee, under John K. Andrews, did some good work the past year in converting leaders of the Izaak Walton League to the nurserymen's viewpoint that stock from state nurseries should be confined to planting on governmentowned forest land, and not extended to the grounds of public buildings, parks, etc. The committee also acted promptly when it was learned that the Cloquet experiment station had sent out to nurserymen a list of seedling forest trees for sale, and it was expected this would be withdrawn.

An excellent autumn business was reported, after a good growing season. Landscape planting was done in the vicinity of the Twin Cities almost up to the date of the meeting. Naturally, there was an extensive attendance of salesmen from out-of-state firms.

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TWIN CITIES MEETING.

The Twin Cities Nurserymen's Association met at University Farm, St. Paul, Minn., November 24. There was a large attendance at the dinner before the meeting, presided over by President E. Grant Perl.

Prof. W. H. Alderman discussed the Reudlinger memorial fund, suggesting the interest from the fund be used for a student essay contest, the best entry to be presented at the March short course at University Farm. The proposal received approval.

Some observations on experimental work on the hardiness of perennials were given by Dr. W. G. Brierley. Beginning with strawberries, the work was extended to include other plants, such as Iceland poppies, anthemis, foxgloves, aquilegia and hollyhocks. Results of the work of Dr. Angelo and Dr. V. Iverson showed that the strawberry will winterkill at a temperature of 20 degrees Fahrenheit. Dr. Iverson worked out a chain of experiments to determine the temperature of the soil under the bare ground and under three inches to six inches of mulch. It was found that under some mulches the soil temperature did not go below 27 degrees, while under other materials it would be as high as 35 degrees. The soil under three inches of ice showed a temperature as low as 1 degree below zero. When a good mulch was applied, either hay or snow, the plants remained inactive under freezing conditions.

With regard to smothering, Dr. Brierley stated that experiments failed to show that this condition was as general as many persons believe. Strawberries under a covering of ice slush in a cold cellar showed no injury after four weeks of smothering, but when the plants had been covered for seven weeks and then brought into a temperature of 27 degrees, they were all found to have been killed. Moreover, a number of plants kept in tightly closed bottles from which all the air was extracted did not suffer.

In reply to questions, Dr. Brierley agreed that water content might play some part, but there were so many factors involved it was almost impossible to say how largely water was responsible for winterkilling. Early covering was condemned, as the plants would not be mature. On

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the other hand, late covering would result in injury to the crowns of many plants. Reducing the temperature gradually allows the plant to mature and harden in the process.

Experiments along these lines are still being carried on. Several hundred perennials were dug from the fields, potted up and allowed to mature out of doors. They were then removed to a cold cellar, from which the plants will be taken out weekly in groups of ten and put into a low temperature chamber and thoroughly frozen. Then they will be put in a cool greenhouse, and finally they will be put in benches to receive the benefits of a warmer temperature. So far some of the material has grown well after a freezing, while other material has been killed by the continued cold. No definite conclusion can be drawn as to what temperature under all conditions will winterkill the perennials

Some of the reactions observed at the recent meeting of the national plant board were given by Chief Deputy Thor A. Aamodt.

Dr. L. E. Longley spoke on hardy chrysanthemums and their possible uses by nurserymen. The speaker gave an excellent presentation of the hardy chrysanthemum as a valuable addition to plants for garden use. Moonglow was recommended highly for landscape work. Duluth, a tallgrowing vellow variety, is excellent for cutting. Harmony stays in bloom for ten weeks. The find of the season, one that was chosen by a few florists as the best in the entire planting of over 10,000 plants, is 40-144-66; it has well formed flowers, double and of a good purple color. The talk concluded with slides of the gardens.

The next meeting of the association will be held December 17. The election of officers will take place at that time. The following members have been appointed to the committee on ethics: Harold Reid, J. Juhl, H. M. Greguson, L. R. Fischer, Vernon Bailey, John Hawkins and Morten Arneson.

THE Aurora Nursery Co., 6244 San Fernando road, Glendale, Cal., operated by Kenneth Davis, recently celebrated the tenth anniversary of its founding. It was incorporated in 1939 with Mr. Davis as president. Kenneth I. Guest is secretary-treas-

This Business of Ours

Reflections on the Progress and Problems of Nurserymen By Ernest Hemming

SELLING AT THE NURSERY.

If the customer knows what he or she wants, it is a simple matter to take the order, arrange delivery or load it on the automobile, receive payment and have everybody happy, but such sales are in the minority and, by the way, that is order taking and not

Even order taking sometimes requires tact. When the lady tells you she wants a "iaponica bush," the chances are it is the only plant she thinks she knows by name and to confuse her by asking if she wants a Pyrus japonica, Syringa japonica, Hydrangea japonica or some other japonica is not good salesmanship, because perhaps the salesman is not quite sure himself if it is Cydonia japonica or Pyrus japonica.

It is an unfortunate phase of the nursery business that the value of our goods is largely potential, and the names by which they are known are confusing. Add to this, buying nursery stock by most homeowners is usually an uncommon event: they are not accustomed to it.

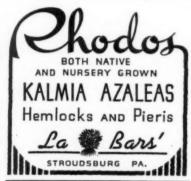
The good salesman sells himself first. and his firm along also, by making the prospective customer feel like a welcome visitor. It can be taken for granted that anyone visiting a nursery is a prospective customer, and the first thing to do is to find out just what the visitor has in mind. It may be that he or she only wants an odd plant or so to take away, but it is just as likely that there is a new house with grounds to be planted.

In selling at the nursery is the last place to practice high-pressure methods; in fact, the reverse is true. It is often better business to advise the customer against buying plants that are not suited to the place and purpose for which they are intended. That it is not a good sale unless both buyer and seller profit is especially true with the nurseryman. chances are the customer visiting his nursery is a neighbor, and the first sale often decides whether the visitor becomes a continuous buyer or not.

There may be little or no competition in the neighborhood, but the selling methods of a single local nursery often decide whether that particular locality becomes a garden spot or not. E. H.

THE NORDMAN FIR.

The handsome specimen of Nordman fir pictured on the front cover of the November 1 issue of the American Nurseryman was evidently grown where the annual growth is not so free as on the Eastern Shore of Maryland. Or are there different types? When I came to this part of the country I was attracted to a row of five Nordmans growing on the estate of a tree connoisseur of a past generation. They were perfect specimens, about seventy-five feet high, with the lower branches sweeping the ground. The color, symmetry



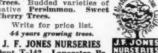
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Hemlocks—Taxus Capitata

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PEAR TREES IN ASSORTMENT.
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| 6 to 12 ins \$ 7.50 |
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| 2 to 3 ft |
| 3 to 4 ft 50.00 |
| 4 to 5 ft., transplanted, \$15.00 per 100 |
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Tsuga canadensis, Abies balsamea, Picea rubra, Pinus Strobus, Acer rubrum and saccharum; Betula lenta, lutea, papyrifera and populifolia; Fagus americana, Fraxinus americana, Prunus pennsylvanica and serotina and many other trees and shrubs.

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BURR

Leading wholesale source for Nursery Stock. Send us your Want List.

C. R. BURR & CO., INC. Manchester, Conn. and beauty are such as to attract the attention of all who see them. About twenty years ago, one of them bore a crop of cones, which I secured with the permission of the owner. From the seeds a considerable number of trees have been grown and distributed in this part of the country, also from later crops of seeds.

From practical observation and memory, without records, the history of the young plants is somewhat as follows: The seedlings make about two inches of growth the first year, and then after they have been bedded the growth is little more than three or four inches for several years: even when they have been planted out in the nursery rows, the breadth of the plant is usually equal to, or greater than, the height. In other words, the Nordman fir does not commence to throw up a noticeable leader until it has formed a broad base, or, as one plantsman explained, it will not begin to throw a leader until its taproot goes down. It usually takes from six to eight years to form this broad base; then the leader begins to go up from six to thirty-six inches annually according to the vigor of the particular plant. The laterals make corresponding growth, assuring perfect symmetry. As one tree lover expressed himself, the Nordman fir in this locality has all other firs and spruces skinned a

COLORADO QUARANTINES.

Under an order effective December 1, a quarantine has been imposed in the state of Colorado on certain products from states east of the Mississippi river and north of the Ohio river eastward to North Carolina because of the Euporean corn borer. Such items are permitted entry only on inspection or if accompanied by a certificate of the state of origin stating that the material is free of the borer. The garden items involved are cut flowers or entire plants of chrysanthemums, asters, dahlias and gladioli, except corms, bulbs and tubers without stems.

Announcement by F. Herbert Gates, state entomologist, revokes as of December 1 the interstate and intrastate quarantines in Colorado against the alfalfa weevil, following the recent recommendations of the Western Plant Board and the Central Plant Board.



The Best for Propagating HARDY PHLOX Popular Varieties \$7.00 per 1000 \$60.00 per 1000

B. Comte. Brilliant purple. 24 ins. Baron von Dedem. Orange-red. 24

Beacon. Clear cherry-red. 36 ins. Bridesmaid. White, crimson eye. Champs Elysee. Dark purple. 24 ins. Eclaireur. Rosy-magenta. 32 ins. Firebrand. Large orange-scarlet. Frau Anton Buchner. Pure white. Louise Abbema. Pure white. 32 ins. Mrs. Charles Dorr. Tall lavender. Mrs. Jenkins. Pure white. 30 ins. Mrs. R. P. Struthers. Orange-red. Pantheon. Carmine-pink. 30 ins. Prime Minister. White, crimson eye. Rheinlander. Salmon-pink. 32 ins. Riverton Jewel. Rose, carmine eye. Rijnstroom. Very best deep pink. Siebold. Orange-scarlet. 30 ins. Sir Edwin Landseer. Bright crimson. Special French. Pink, crimson eye. Von Hochberg. Black-red. 42 ins. Von Lassburg. Large white. 28 ins. Widar. Deep violet, white marking.

PHLOX DECUSSATA Better Varieties \$1.25 per 10

\$10.00 per 100 Africa. Deep scarlet. Splendid. 30

ins.

Antonin Mercie. Lilac-mauve. Early. Brilliant. Large, fiery-scarlet.

Caroline Vandenberg. Lavender-blue. Daily Sketch. Salmon, crimson eye. Eiffel Tower. Salmon, red center. E. I. Farrington. Salmon, soft pink. Fiancee. New, best pure white. Flora T. Riedy. Large pure white. George Stipp. Salmon, shaded eye. Grandeur. White, deep rose. H. B. May. Bright pink, large spikes. Jules Sandeau. Compact pure pink. Mia Ruys. Largest pure white. Morgenrood. New wine-red. Striking. Mrs. E. Pritchard. Best blue Phlox. Mrs. Scholten. Dark salmon-pink. Paladin, Fine salmon-pink, red eye. Salmon Glow. Flame, pink, salmon. Salmon Queen. Beautiful soft salmon. Starlight. Violet-red to lilac. Wm. Kesselring, Violet, white eye. ORDER NOW! See our General Catalogue for other Perennials.

WELLER NURSERIES CO.

INCORPORATED
Holland, Michigan

Diseases of Trees

Gleanings from the Latest Reports of Scientific Research
By Leo R. Tehon

CHERRY BUCKSKIN.

In various discussions of the virus diseases of cherry and other stone fruit trees, mention has been made in the American Nurseryman of one known as "buckskin." Evidence has been presented by plant pathologists that the same disease is destructive to peach and that it is similar to, if not identical with, the X-disease, or yellow-red virosis, of the peach in the east, which is harbored by the east-ern chokecherry.

Cherry buckskin is an important disease of stone fruit trees in California and has been under investigation there, at the hands of Doctors T. E. Rawlins and H. Earl Thomas, of the University of California's division of plant pathology. Because of the increasing importance which this disease is assuming, these plant pathologists have presented an extensive technical report of the disease as it occurs in California.

In their field studies of the disease. these men find that the symptoms shown by infected trees are not always uniform, but may differ somewhat in different localities. Also variation in the symptoms shown by infected trees correlates with whether the rootstock is Mazzard or Mahaleb. For example, young trees on Mazzard stocks usually do not show symptoms during the first season after having become infected, while young trees on Mahaleb stock usually die in the first year after having become infected. Evidence such as this leads to the conclusion that there are two strains of the disease virus.

The disease is capable of attacking a variety of species of the genus prunus. Among the most susceptible are the cherries included in the species P. avium, P. cerasus and P. demissa. The peach is also susceptible. Prunus armeniaca, P. communis and P. Mahaleb are resistant. The common plum, P. domestica, has never shown symptoms, and the plums included in the species P. cerasifera, P. marianna and P. subcordata appear to be immune, or at least highly resistant. L. R. T.

NEEDLE CAST OF FIR.

In an earlier issue of the American Nurseryman space was given to the needle cast of Douglas fir caused by a fungus known as Adelopus gaumanni. This needle cast, it may be recalled, was said to be a native American disease which, in certain parts of Europe, was causing mild to severe damage to Douglas fir, although in the far western part of the United States, where it is native, it does little damage. Introduced into New England, it was there causing damage about equal to its minor effects in southern Germany and Switzerland.

Further surveys have been made in

the United States by the federal division of forest pathology and have just been reported on by Dr. Glenn Gardner Hahn. The additional information contained in the report is, briefly, as follows:

In New England several hitherto unknown infected localities have been discovered: Litchfield, Conn., in the White memorial plantation; Ellsworth, Me., on abandoned nursery trees; Groton, Mass., in a Douglas fir plantation, and Plainfield, N. H., in a young plantation grown from seed collected at Olympia, Wash. In New York, near Old Chatham, a scant infection was found on needles produced in 1936 to 1938, the first instance of the disease in New York.

The original impression that the disease is noninjurious within the natural range of Douglas fir in the northwest appears confirmed. During 1940 additional observations indicated that it is limited to regions west of the crest of the Cascade mountains and

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does not occur at all east of that mountain range. In California it occurs sparingly near the coast and has been collected and identified in five localities

In New Mexico, however, it occurs abundantly and in some localities appears destructive in a degree equalling that in New England and Europe. In 1940 it was found in mountain ranges through the length of the state and also in the Mogollon mountains in the southwestern part. Heaviest injury was observed in the Sacramento mountains in the southern part of the state. In Arizona it has been found in two localities. L. R. T.

CROWN GALL INFECTION ON UNUSUAL PLANTS.

Crown gall is by no means a stranger to nurserymen; it is, in fact, so prevalent on various plant species that the suspicion immediately arises, when a gall is found on a new species, that the new gall is also crown gall. The list of plants that can be attacked, though already long, is by no means exhausted, and Dr. E. M. Hildebrand, plant pathologist at the New York state college of agriculture, adds Euonymus radicans and dogwood.

Concerning the disease on euonymus, which he found in New York, Dr. Hildebrand reports that laboratory isolations made from the galls vielded virulent cultures of the crown gall bacterium. Concerning its appearance on dogwood, he reports that he observed it in a nursery at St. Joseph, Mo., in 1930 and that the galls were of various sizes and occurred on stems about three-fourths inch in diameter. One of the galls weighed over a pound. L. R. T.

CATALOGUES RECEIVED.

Russellville Nurseries, Portland, Ore.-Wholesale trade list of general stock, 24 pages and cover, 33/4x9 inches.
Burton's Hill Top Nurseries, Casstown,

O .- Wholesale list of lining out and finished stock, 32 pages and cover, 31/2x81/2 inches.

T. G. Owen & Son, Columbus, Miss.— Wholesale price list features mainly evergreens, illustrated, 28 pages and cover, $8\frac{1}{2}\times11\frac{1}{2}$ inches.

Griffing Nurseries, Beaumont, Retail price list of trees and shrubs especially adapted to the gulf coast, 36 pages and cover, 4x91/4 inches.

Rich & Sons Nursery, Hillsboro, Ore .-Wholesale list of general line of stock,

36 pages and cover, 4x9 inches. W. B. Clarke & Co., San Jose, Cal.— Wholesale price list 4142 of general stock includes many new items, 48 pages and cover, 4x9 inches.

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APPLE, 1 and 3-year CHERRY, 1 and 2-year PEACH, Leading Varieties ELM, American, 8 to 10 ft. up to

ELM, Moline, 3 in. up to 5 in. ELM, Vase, 3 in. up to 5 in. MAPLE, Norway, 8 to 10 ft. up to

WILLOW, Thurlow, 8 to 10 ft. up to 31/2-in. Large stock of Evergreens up to 5 to

6 ft. Juniper, Pfitzer's, 1200 3 to 5 ft.

Shrubs, Peonies, Roses, etc.

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Lining-out Evergreens

Good assortment of standard varieties.

Price list on request.

SCOTCH GROVE NURSERY SCOTCH GROVE, IOWA

Coming Events

ON THE CALENDAR.

The following list of meetings the coming winter includes those whose dates are known to have been set.

Secretaries of other state associations are invited to send announcement of date and place, so that it may be included in the next issue.

January 6 to 8, Western Association of Nurserymen, Muehlebach hotel, Kansas City, Mo.

January 7 and 8, Ohio Nurserymen's Association, Netherland Plaza hotel, Cincinnati.

January 9 and 10, Nebraska Association of Nurserymen, Capital hotel, Lincoln.

January 13 to 15, Illinois State Nurserymen's Association, Hotel La Salle, Chicago.

January 15 to 17, North Carolina Association of Nurserymen, Y. M. C. A. building at North Carolina State College, Raleigh, in connection with short course.

January 16, New York State Nurserymen's Association, Rochester hotel, Rochester.

January 19 to 21, short course for nurserymen, landscape gardeners and arborists, Ohio State University, Columbus.

January 21 and 22, Indiana Association of Nurserymen, Antlers hotel, Indianapolis.

January 21 and 22, Oklahoma State Nurserymen's Association.

January 22, A. A. N. eastern regional meeting, with Long Island Nurserymen's Association, Garden City hotel, Garden City.

January 26 and 27, Iowa Nurserymen's Association, Kirkwood hotel, Des Moines. January 27 and 28, New Jersey Association of Nurserymen, Hotel Hildebrecht,

Trenton.
January 28 and 29, Michigan Association of Nurserymen, Hotel Hayes, Jackson.
January 29, Oregon Association of Nurserymen, Heathman hotel, Portland.

February 3 and 4, Wisconsin Nurserymen's Association, Hotel Schroeder, Milwaukee.

February 4 and 5, Tennessee State Nurserymen's Association, Cleveland.

February 4 and 5, Pennsylvania Nurserymen's Association, Hotel Harrisburger, Harrisburg.

February 13 and 14, nurserymen's conference, Cornell University, Ithaca, N. Y.

February 16 and 17, Northern Retail Nurserymen's Association, Andrews hotel, Minneapolis, Minn.

February 17 and 18, short course for nurserymen, Purdue University, La Fayette, Ind.

ILLINOIS PROGRAM.

Preliminary announcement has been made by Secretary Miles W. Bryant of the program for the convention of the Illinois State Nurserymen's Association, at the Hotel La Salle, Chicago, January 13 to 15.

There will be no morning sessions

on any of the three days of the convention. The first session will open at 2 o'clock on the afternoon of Tuesday, January 13, with the president's address and the report of the treasurer. The meeting will then be turned over to A. H. Hill, member of the executive committee of the American Association of Nurserymen for region 3, who will open the A. A. N. regional meeting. This will include an address by President Edwin I. Stark and a round-table discussion by members of the executive committee of the A. A. N. on matters of national importance to nurserymen. This roundtable discussion will be prefaced by a short talk by Secretary Richard P.

Wednesday afternoon, January 14, will be presented a special program for small nurserymen and landscape planters. The main speaker will be F. A. Cushing Smith, well known landscape architect and advisor to the Chicago park board, who will talk on "How to Use Plants in Landscape Design." The second speaker will be Robert Kingery, general manager of the Chicago Planning Commission and former director of the department of public works and buildings of the state of Illinois. His subject will be "Making Plans for Population Growth in the Metropolitan Region of Chi-

There will be shown a garden movie in colors by courtesy of Swift & Co.

A stag buffet supper for the invited guests will be held at 6:30,

January 14, probably in the grand ballroom. This is to be an informal affair, with no speakers, but some entertainment.

The convention will close Thursday, January 15, with a luncheon in the American room at 12:15. Howard Leonard, director of the Illinois department of agriculture, will speak at this meeting. W. Ray Hastings, Harrisburg, Pa., chairman of the All-America Rose Selections, is to speak on nursery advertising.

The executive committee of the American Association of Nurserymen will meet at Chicago the week-end preceding the convention, and Robert Pyle, president of the National Association of Plant Patent Owners, has announced a meeting of that organization at 9 a. m., January 12.

The Illinois chapter of the A. A. N. will meet at 10 a. m., January 14.

OKLAHOMA PROGRAM.

The meeting of the Oklahoma State Nurserymen's Association will be held at the Huckins hotel, Oklahoma City, January 21 and 22. The program as announced by J. A. Maddox, secretary, follows:

JANUARY 21, 8:30 A. M.
"America," sung by Buddy Garland.
Invocation, by Dr. James Sowell, pastor
of University Christian Church.
Address of welcome, by Chamber of

Commerce representative. Response, by Jack Foote. President's address, by C. Y. Higdon. Report of secretary.

JANUARY 21, 12 NOON. Luncheon. Dr. Findley Weaver, speaker.

JANUARY 21, 2 P. M.

Introduction of Edwin J. Stark, president of American Association of Nurserymen, by J. Frank Sneed, executive committee member.

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All sizes, 3 feet to 6-inch caliper.

Special Prices in large quantities.

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Scottsville, Texas

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Oriental Poppies 20 varieties

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Other perennials suitable for early autumn planting.

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PROFITABLE PEONIES

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Growers of Fine Peonies since 1911
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Evergreen Liners — Specimen Evergreens, B&B — Hardy Fruit Trees — Hardy Apple Seddlings — Ornamental Shrubs—Lining-out Shrubs, Trees and Vines. Write for price list.

J. V. BAILEY NURSERIES
Daytons Bluff Sta. St. Paul, Minn.

"Roses and Their Problems," by Dr. J. C. Ratsek, Tyler, Tex. Nurserymen's forum.

JANUARY 21, 7 P. M.

Nursery presidents' banquet, honoring President Stark and the presidents of state associations, by the past presidents of the Oklahoma State Nurserymen's Association, J. C. Netherton, speaker. Music, floor show, dancing.

JANUARY 22, 10 A. M. Landscape men's hour. Arthur Merkle,

chairman. Address, by Dr. F. B. Cross, department of horticulture, Oklahoma A. & M. College, Stillwater.

Talks by visiting nurserymen. Report of nominating ballot.

JANUARY 22, 1:30 P. M. Unfinished business.

Election of officers. Final reports.

After the closing session, nurserymen and guests will visit Oklahoma City nurseries.

ORGANIZE AT LOS ANGELES.

Twenty-five nurserymen of Los Angeles and vicinity met November 25 at the Barker hotel, Los Angeles, Cal., to organize a trade group, the desire for which was indicated by responses to a questionnaire sent out by the nurserymen's committee of the Southern California Horticultural Institute, of which Robert Gibbs was chairman. As a result, it is expected that a southern California chapter of the state nurserymen's association will soon come into being.

The Southern California Nurserymen's Association disbanded in 1935 when the Horticultural Institute became a reality. At that time it was planned to integrate the industry's trade activities with those of the institute. But as the institute developed into a sizable organization, including not only allied lines of business, but amateur gardeners, need for a change was clearly indicated.

Robert Gibbs opened the meeting and appointed a committee to nominate temporary officers until an election is held. Tom Edwards, of Roy F. Wilcox & Co., Montebello, was chosen chairman and Opal Scarborough secretary and treasurer. Many old-time nurserymen were in attendance, a fact which was remarked upon by the chairman. He also outlined the need for the new organization, at the same time pointing out the valuable work that the institute has done and will continue to do with the full cooperation of the nurserymen. However, he definitely pointed out the problems with which

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| 12 to 18 inches. | | 2.00 | 15.00 |
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| 9 to 12 inches | | 1.25 | 10.00 |
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MOUNT ARBOR NURSERIES

nurserymen as a specialized group have to cope and the impossibility of discussing them intelligently or working constructively upon them at group meetings where outsiders are in attendance.

Most pressing is the problem of keeping nurseries within the farm labor classification. Pressure is being exerted, by way of the landscape work done for builders, to change this condition. In order successfully to negotiate with other organized groups it is necessary that nurserymen have a representative organization of their own, and this must include at least ninety per cent of those in the field. With 800 nurserymen in Los Angeles county, this means a large association.

Because of the criticism sometimes heard that the big nurseries are trying to run any organized activity under contemplation, Mr. Edwards suggested that a nurseryman representing a smaller organization than his be put in as chairman. Chester Baake said that as a small nurseryman he disagreed, because the big nurseries should carry the load. The vote was unanimious for the election of Mr. Edwards, who gave as his first pledge the promise to keep the meetings strictly for business and to adjourn promptly at 9:30 p. m. It was decided to meet regularly on the second Tuesday of each month, with the first meeting scheduled for December 9. Several donations were made to a fund to get operations under way.

NEW CALIFORNIA CHAPTER.

Nurserymen in north central California met at Petaluma, November 18, to form a chapter of the California Association of Nurserymen.

Frank Tuttle, San Jose, father of the chapter idea, was present and gave an interesting talk on the necessity of having a strong state association to look after the interests of the nurserymen throughout the state, particularly regarding legislation that affects the industry as a whole. He also stressed the advantages of having a strong local organization to meet the problems of the nurserymen in their own locality.

Ray Hartman, San Jose, who was the first president and sponsor of the Central California Nurserymen's Association over six years ago, told how a small group of nurserymen meeting then has since grown to a membership of over 160.

The state association was represented by Louis B. Lagomarsino, president, and Gordon Wallace, secretary-treasurer. Each gave a brief talk about the functions of the state association.

Also present to offer their coöperation were Jim Luff, president, and Jack McDonnell, secretary-treasurer, of the Central association.

Several nurserymen present gave their opinion that it was to the advantage of the nurserymen in the section to have such an organization, where it was convenient for the members to meet once a month and discuss their problems. A vote was taken and it was unanimously agreed to form a chapter, and after some discussion as to a name, the Redwood Empire Nurserymen's Association was chosen. Dues were set at \$4 per year per member, \$2 to go to the state association. Twenty-five signed up and paid dues. There were ten other nurserymen who were unable



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MOTZ BROS. NURSERIES P.O. Box 42, Orenco, Ore to attend, but sent word they would join.

J. Wallace Mann, Petaluma, was elected president, and Henry Martin, Sebastopol, secretary treasurer.

The nurserymen of California are to be congratulated for the tremendous strides they have made during the past two years to effect such a healthy growth in so short a time. Starting just about from scratch two



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years ago, the state association has over 600 paid-up members; they are all coöperative and enthusiastic about the organization, and it is this attitude that has made such progress possible.

WASHINGTON NOTES.

Mr. and Mrs. B. Tindall, Tindall's Evergreen Nursery, Bothell, were in Vancouver, B. C., and vicinity for a week and returned with a truckload of new specimens.

Hill Nursery, Seattle, has completed harvesting a large lily crop.

At the recent meeting of the Washington State Nurserymen's Association, A. P. Frederickson, chairman of the plant disposal committee of the University of Washington arboretum foundation, spoke briefly on the handling of their surplus material. Endre Ostbo, King of Shrubs Nursery, Bellevue, entertained the members with a large variety of colored slides of rhododendrons and camellias. Mr. Ostbo has over 200 varieties of hybrids and more than that number of species, thus permitting a purchaser to start a collection or a woodland garden. The midwinter meeting will be held January 30.

A. Carnifax, Fruitland Nursery, Boise, Ida., is engaged in a large-scale planting at Bremerton.

L. N. Roberson has installed an automatic humidity control in both of the two large cooling rooms of the McLean Bulb Farm, Elma. He also installed automatic humidity and ventilation control for the naval air station greenhouse at Sand Point and erected an all-steel greenhouse for Mrs. Arthur Krauss, Seattle.

D. J. O'Donnell, nursery inspector, left for Washington, D. C., to attend the bulb research conference.

W. Cox, director of agriculture of the state of Washington, attended the conference of directors at Charlotte, N. C.

The annual meeting of the Washington State Forestry Conference was held at the Seattle Chamber of Commerce auditorium last week. W. G. Tilton, forest engineer, stated that in western Washington in the past decade 547,000 acres of cut-over land have been restocked with trees, and trees were cut on 479 acres.

Mr. and Mrs. C. P. Malmo, Seattle, spent several days in Vancouver and vicinity.

W. L. Fulmer.



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Kansas Annual Meeting

The Association of Kansas Nurserymen held its annual meeting in the Community building at Lawrence, December 4, in connection with the seventy-fifth annual meeting of the Kansas State Horticultural Society. President Charles Nelson, of the Prairie Garden Nursery, McPherson, presided, introducing the speakers.

Dr. Ernest Wright, United States pathologist, Lincoln, Neb., in a talk on cedar blight, stated that although the disease has been known since 1895, little progress has been made in its control. Recent experiments by the Department of Agriculture, however, have given promising results.

Dr. Harold Myers, of the soils department of Kansas State College, Manhattan, in reviewing the subject of chlorosis, pointed out that most of the chlorosis in Kansas is due to lack of iron and usually can be controlled by the use of ferrous sulphate.

Mrs. Renna Hunter, of the Kansas industrial development commission, discussed the program of the commission. With the slogan, "Build Kansas," emphasis is being placed on beautification projects in various parts of the state, with resultant opportunities for nurserymen to benefit from increased sales of their stock.

John W. Sarber, of the Sarber Nursery Co., Topeka, spoke on his fifteen years' personal experience in radio advertising for the nurseryman.

The meeting then adjourned to Fraser hall, on the campus of the University of Kansas, to hear the lecture given by Arthur Berger, landscape architect, Toledo, O., and Dallas, Tex., who spoke on color in the garden, showing with Kodachrome slides.

During a short business meeting a committee was appointed to cooperate with the state junior chamber of commerce in its annual tree planting program, and it was voted that the association should cooperate with the national gardening program sponsored by the United States Department of Agriculture.

Officers elected for the coming year were: President, John Sarber; vice-president, W. S. Griesa, Mount Hope Nursery, Lawrence, and secretary-treasurer, John J. Pinney, Willis Nursery Co., Ottawa.

Practically all of the nurserymen attended the turkey dinner provided by the State Horticultural Society at the Trinity Lutheran church, where a splendid program featuring specialty numbers drawn from the outstanding K. U. band was climaxed by a technicolor movie, using the voice of Lowell Thomas, entitled "Combat—Man's Fight Against Insects and Plant Diseases."

SOUTHWESTERN NEWS.

Oscar Schmidt, St. Joseph, Mo., was low bidder on the Shawnee county, Kan., roadside improvement project, for \$13,417.02. The Kansas Landscape & Nursery Co., Salina, Kan., was low on the Atchison county job, with a bid of \$12,243.17. Bids opened at Troy, Kan., December 3.

E. R. Taylor, of L. R. Taylor & Son, Topeka, Kan., was taken to the hospital recently suffering from a heart attack from which he is now recovering.

A sketch appeared in the Kansas City Times November 29 showing the proposed roadside park for which bids were received November 28. It will be placed in a natural setting between the dual-lane pavement on U. S. highway 40, west of Blue Springs in the vicinity of Lake Tapawingo. Included in the plans are picnic tables, outdoor benches and a 1½-acre lake. The low bid of \$14,224 was submitted by the Midwest Precote Co., Kansas City.

The nursery firm of Dill & Sparks, Buhler, Kan., is being dissolved. Mr. Sparks is suing Mr. Dill for an accounting of the business.

Hurst John, formerly in the nursery business at Columbia, Mo., is now architect for the constructing quartermaster at Fort Leonard Wood, in Missouri.

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| 2 to 3 ft., 2-yr., C | 5.00 | **** |
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Pot-grown plants; over a hundred varieties. Dried Herbs for Flavoring and Fragrance. Other plants of unusual character and with the charm of old-time gardens. New Catalogue sent on receipt of 10 cent WEATHERED OAK HERB FARM, INC. Bradloy Hills, Bethesda, Maryland

Levi M. Roller, formerly at Seligman, Mo., is now in the nursery business at Rogers, Ark.

The partnership of William G. Goettsche and Fred Lindberg has been dissolved. Mr. Goettsche is now sole owner and will continue to operate the business under the name of Glenview Landscape Gardeners, Glenview,

A. F. Lake, president of Shenandoah Nurseries, Inc., Shenandoah, Ia., made a business trip to Painesville, O., early in December.

Methyl bromide fumigation chambers have been constructed by the Mount Arbor Nurseries and the Shenandoah Nurseries, Shenandoah, Ia., and the Willis Nursery Co., Ottawa,

Charles S. Burr, of C. R. Burr & Co., Manchester, Conn., recently spent several days at Tyler, Tex., looking over his firm's interests in that territory

PLAN HOUSTON SHOW.

The Houston annual flower show, featuring the Taj Mahal and its gardens, will be staged in the Sam Houston coliseum, at Houston, Tex., March 1 to 8. Many of the same nurserymen and florists who participated in the 1939 and 1940 shows will again make

C. Oliver Hoopes is landscape architect and installation director. He is coöperating with Harvin Moore, Houston architect, in completing details for building a replica of the Taj Mahal.

The installation of gardens and cut flower exhibits differs from the plan of the national flower shows in that all exhibits will be purchased outright at a fair value and will not be competitive in any manner.

Nurserymen wishing to participate may obtain information by writing J. W. Weatherford, Southern Floral Co., 1310 Calhoun, Houston, Tex.

E. P. KINNEY, formerly in the real estate business, is starting a nursery known as Floral Acres at East Lansing, Mich., handling perennials and shrubs.

JOHN J. PINNEY, of the Willis Nursery Co., Ottawa, Kan., concluded a short business trip by meeting his brother Thomas J. Pinney, of the Evergreen Nursery Co., Sheboygan, Wis., at Chicago December 7, when the two left for a vacation in Florida.

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| Liompt delivery areas are | / 15- | 11. |
|-----------------------------------|-------|--------|
| | 4 lb. | lb. |
| Amelanchier canadensis | ·U.65 | |
| Amelanchier grandiflora | .85 | 3.00 |
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| 4 oz., 50e; oz., \$1.50. | | |
| | | |
| Azalea Kaempferi, | | |
| ₩ oz., \$1.50; oz., \$5.00. | | |
| Azalea poukhanensis, from se- | | |
| lected garden specimens, | | |
| W oz., \$2.00; oz., \$6.00. | | |
| Azalea rosea, 14 oz., \$1,50: | | |
| oz., \$4.50. | | |
| Azalea Schlippenbachii, | | |
| 14 oz., 90c; oz., \$3.50. | | |
| Cratægus coccinea | 4 10 | 1.25 |
| Crategus coccinea | .40 | |
| Cratægus mollis, clean | .45 | 1.50 |
| Cytisus scoparius | .70 | 2.50 |
| Cytisus scoparius sulphureus. | | |
| Moonlight Broom | .85 | 3.00 |
| Cytisus supinus | 1.75 | 6.50 |
| Euonymus Bungeanus | | 2.50 |
| Juniperus virginiana, North- | | 10.00 |
| oun clean | 90 | 2 00 |
| ern. clean | .80 | 3.00 |
| Kœlreuteria paniculata | .60 | 2.00 |
| Larix europæa | 1.25 | 4.50 |
| Magnolia Soulangeana | 1.55 | 5.50 |
| Picea pungens | .80 | 3,50 |
| Picea pungens glauca | 1.20 | 4.50 |
| Pinus densiflora | 1.20 | 4.50 |
| Pinus ponderosa, Col | .30 | 1.10 |
| Pinus Strobus | .45 | 1.25 |
| Pinus thunbergli | .35 | 3.00 |
| Demand omenteen | | |
| Prunus americana | .35 | 1.10 |
| Prunus myrobalana | | 1.00 |
| Quercus coccinea, 10 lbs., \$2.00 | | .25 |
| Quercus macrocarpa, | | |
| 10 lbs., \$1.50 | | .20 |
| Quercus rubra, 10 lbs., \$1.50 | | .20 |
| Rhododendron carolinianum, | | **** |
| 14 oz., 25e; oz., \$1,00. | | |
| | | |
| Rhododendron catawbiense, | | |
| ¼ oz., 35c; oz., \$1.00. | | |
| Rhododendron maximum, | | |
| ½ oz., 30c; oz., \$1.00. | | |
| Rosa lucida | .30 | .95 |
| Syringa vulgaris, clean | 1.25 | 4.50 |
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| Tours somedensis | 1 50 | 5.50 |
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Boxwood Nurseries, Mocksville, N. C., will sell nurseries No. 1, No. 2, or both. Write

BOXWOOD NURSERIES, Mocksville, N. C.

A Job Lot of Sugar and Norway Maples

Three blocks of Maples that are slightly crooked and are not necessarily first-class trees. Will total approximately 5000 trees. To be sold to highest bidder. Could be sold by individual blocks. Located Southern New England.

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The sugar maple is native of the territory from eastern Canada to Georgia, Alabama, Mississippi and Texas. At maturity it becomes a large tree of dense regular habit, with bright green leaves turning to yellow, orange and red in the fall. The leaves have from three to five lobes, and the buds are long-pointed, with many scales. The flowers and fruits are less attractive than those of many of the maples.

For best results it requires a rich soil, retentive of moisture. It is not so easily transplanted or so quick in establishing itself as the Norway maple or some of the other maples. Propagation of the species is from seeds; its varieties, by budding or

Uses of this tree are found in street, park and lawn planting. Where it finds conditions to its liking, few trees are superior in usefulness or attrac-L. C. C. tiveness

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Hardiness of each item is indicated. by Rehder's zones, in the wholesale price list of W. B. Clarke & Co., San Jose, Cal., for the current season. It is believed this is the first time such a feature has been included in any wholesale nursery catalogue. To make the designations clear, the Clarke price list includes a map of the isothermal zones reproduced from Prof. Alfred Rehder's "Manual of Cultivated Trees and Shrubs in North America."

This feature is especially useful in the case of the Clarke price list because it includes many new or rare trees and shrubs. Consequently, the price list goes to every part of the United States and a wide range of material is included in it, all the way from semitropical subjects to those thriving in the severest cold sections.

L. L. KUMLIEN, of the D. Hill Nursery Co., Dundee, Ill., is taking his family to Florida for a vacation.

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These are "research" positions involving the supervision of assistants and the preparation of manuscripts for publication as well as the handling of technical correspondence. In the case of the floriculturist, the research is on floricultural crops in the fields of plant cytology, genetics, morphology and physiology. Olericulturists investigate vegetable crops in the fields of plant physiology, anatomy, morphology and nutrition. Plant pathologists conduct investigations on virus diseases of deciduous tree fruits emphasizing peach and other stone fruits. To qualify for these positions applicants must have completed a 4-year college course with major study in biological science. In addition they must have had appropriate responsible research experience, although for part of this experience certain graduate study may be utilized.

Scientists interested in these positions are urged to look upon them as the beginning of a career in the government service. A copy of the announcement and the proper application forms may be obtained at any first-class or second-class post office or from the commission's central office at Washington, D. C.

THE address of the Center Ridge Nursery, of which Wayne Asplin is manager, has been changed from 25614 Center Ridge road, Bay Village, O., to the same street address, Westlake, O.

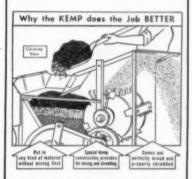
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PROTEST AT NEW ORLEANS.

As a result of meetings held November 24 and 28, nurserymen of New Orleans, La., and vicinity have undertaken to fight through the federal court continuation of the present administration of the whitefringed beetle eradication program in that area. The nurserymen contend that thousands of acres now under the quarantine regulations are free of the pest and great damage has been done to the stock and business of nurserymen in clean areas by the spraying and dusting called for by the quarantine. In addition, they assert, the work in uninfested areas has been a waste of public money.

The first meeting was held to discuss recent restrictions placed on the nurserymen by federal and state departments. New boundaries of areas under quarantine had been made, taking in some sections said to be free of the beetles.

At the November 28 meeting, W. H. Talbot, attorney, was retained to represent the nurserymen in their court fight. Named to work with him in obtaining evidence are the following: Elmer A. Farley, Peter A. Chopin and Harry Papworth. Dan A. Newsham will act in an advisory capacity as president of the Louisiana State Horticultural Society.

ROSES FOR CHRISTMAS.

Roses from the florist are an accepted Christmas gift, but rosebushes from the nurseryman are something new in that line. According to an offer of Jackson & Perkins Co., Newark, N. Y., one can make a gift of rose plants for the garden. selected as to varieties or a choice of several standard assortments. The gift is made at Christmas time in token form, a greeting card and certificate being mailed direct to the recipient by Jackson & Perkins Co. with a handmade rose in a gift package of Monsanto Vuepak, a transparent plastic. Shipments of the actual plants are made in early spring.

THE annual Christmas party of the Superior California Nurserymen's Association was held December 9 at the Clunie Clubhouse, Sacramento. Santa Claus distributed presents to the children, and the grownups had an enjoyable evening.

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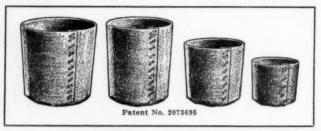
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Once over with ROTOTILLER prepares ground for planting. Fastrotating times plow, disc, harrow, smooth—all in one operation. Makes ½ to 3 acres unexcelled deep seed bed in 8 hours. Breaks hard sod. Most efficient for cultivating; used by leading growers. Engineered to highest automotive standards for years of hard work; easy to handle; fully guaranteed. 1 to 10 h.p. \$232 up. Write for FREE 44-page catalog.

profit with ROTOTILLER

CLOVERSET POTS THE POT FULL OF PROFIT FOR YOU





CLOVERSET POTS OFFER THE FOLLOWING ADVANTAGES:

1. No loss from breakage. 2. Weight only 1/16th the weight of same capacity clay pots. 3. Low price, may be given away with the plant. 4. Non-porous, only ½ as much water is required to sufficiently supply the plant. 5. Easy to remove from the plant by the purchaser. 6. Convenient to use by the grower. 7. Practical in shape with twice the soil capacity of same size clay pot. 8. Wide base prevents falling over in display gardens.

CLOVERSET POTS ARE NO EXPERIMENT

We have been using them successfully the past fifteen years, and last year we sold over one million of them to the Nurserymen and Florists all over the United States, and we have received hundreds of letters telling us of their success with them. We now offer you these Cloverset Pots as a profitable operating medium through which to market your Roses, Perennials, Vines and all small nursery stock.

STANDARD HEAVY CLOVERSET POTS -

For the nurseryman who maintains a sales yard throughout the entire Spring, Summer and Fall and offers his goods in full foliage and, in season, in full bloom.

PRICES F. O. B. KANSAS CITY-Terms 30 DAYS: 2% DISCOUNT-10 DAYS

| | | Diam. | Bottom | Soil | Corresponding | Weight | | |
|-----|-----------|--------|-----------|----------|---------------|---------|---------|----------|
| No. | Height | Top | Diam. | Capacity | Size Clay Pot | Per 100 | Per 100 | Per 1000 |
| 0 | 5 ins. | 5 ins. | 41/2 ins. | 3½ lbs. | 6-in. | 35 lbs. | \$2.50 | \$22.50 |
| 1 | 61/2 ins. | 6 ins. | 5½ ins. | 9 lbs. | 7-in. | 52 lbs. | 4.00 | 35.00 |
| 2 | 91/2 ins. | 7 ins. | 61/2 ins. | 15 lbs. | 8-in. | 77 lbs. | 4.50 | 40.00 |
| 3 | 9 ins. | 8 ins. | 71/2 ins. | 20 lbs. | 9-in. | 88 lbs. | 5.00 | 45.00 |

Trial Order: 1 carton each of the above four sizes, 400 pots in all for \$15.00.

No. 0 FOR PERENNIALS AND FOR GREENHOUSE USE.

No. 1 FOR PERENNIALS AND VINES.

No. 2 FOR ROSES AND SHRUBS. No. 3 FOR LARGE SHRUBS AND TRANSPLANTING.

NOTE

We do not sell less than 300 pots at the 1000 price. Your order may be all one size mixed.

NOTE

We do not sell less than 300 pots at the 1000 price. Your order may be all one size

PRICES SUBJECT TO CHANGE WITHOUT NOTICE.
CLOVERSET POTS TAKE 3RD CLASS FREIGHT RATE. PACKED
100 IN CARTON READY FOR USE.
SAMPLE CARTON SHOWING ALL SIZES WILL BE MAILED ON
RECEIPT OF 25 CENTS TO PAY MAILING CHARGES.

SPECIAL LIGHT CLOVERSET POTS -

For the nurseryman who maintains a sales yard during only the spring selling season and the fall planting season and who does not maintain his sales yard throughout the hot summer months.

In addition to our regular line, as described above, we make three sizes of our Cloverset Pots out of a lighter material, they being No. 0, No. 1 and No. 2. When pots are wanted for only the spring season's use, we think these light pots, which we call Special Light Cloverset

Pots, will be amply strong enough and durable enough for general purposes. They will be packed 100 in a carton and they weigh just one-third as much as the Standard Cloverset Pot. On these Special Light Cloverset Pots the following prices will be effective.

PRICES ON SPECIAL LIGHT CLOVERSET POTS

PRICES F. O. B. KANSAS CITY-Terms 30 DAYS: 2% DISCOUNT-10 DAYS

| No. | Height | Diam. Top | Bottom Diam. | | Corresponding Size Clay Pot | | Per 100 | Per 1000 |
|-----|-----------|--------------|-----------------|-------------|--------------------------------|-------------|--------------|----------|
| 0 | 5 ins. | 5 ins. | 41/2 ins. | 3½ lbs. | 6-in. | 15 lbs. | \$2.00 | \$18.50 |
| 1 | 61/2 ins. | 6 ins. | 5½ ins. | 9 lbs. | 7-in. | 18 lbs. | 3.00 | 27.50 |
| 2 | 91/2 ins. | 7 ins. | 61/2 ins. | 15 lbs. | 8-in. | 25 lbs. | 3.50 | 32.50 |
| | Trial O | rder: 1 ca | arton each | of the abov | e three sizes, | 300 pots in | all for \$8. | 00. |

SAMPLE CARTON SHOWING ALL SIZES WILL BE MAILED ON RECEIPT OF 25 CENTS TO PAY MAILING CHARGES.

We know that the florists and nurserymen are finding our pots a great help in growing better plants which, being more attractive, bring a better price and, therefore, a better priorit, and we know, from our own experience, that our pots enable us to sell our stock throughout the entire summer as it can be moved at any time, even during the hottest weather, without any wilt of either the

CLOVERSET POTS WILL HELP YOU GROW BETTER PLANTS

A plant grown in our Cloverset Pot means a better plant, which means a better satisfied customer, which means a larger business, which means more profit. Try our Cloverset Pots. We promise you they will not disappoint you. Send for FREE Catalogue giving technical instructions for using Cloverset Pots and showing how we display our potted plants in our sales yards and gardens.

ERNEST HAYSLER & SON - CLOVERSET FLOWER FARM 105th STREET and BROADWAY - KANSAS CITY, MO.

Large and complete stock of Cloverset Pots are carried by our distributors in the following cities: Jackson & Perkins Co., Newark, New York; Vaughan's Seed Store, 601 W. Jackson Blvd., Chicago, Ill.; Mount Arbor Nurseries, Shenandoah, Iowa; Lake's Shenandoah Nurseries, Shenandoah, Iowa; Willis Nursery Co., Ottawa, Kan. For shipment from these points freight will be equalized with Kansas City.

